Arianna Gentile

Email: Contact Information

- **Email:** arianna.gentile@email.com
- **Phone:** +39 384 824 5062
- **Location:** Berlin

» Work Preferences

Tools & Technologies: Seeking opportunities to work with modern tech stack (cloud, big data, ML frameworks) and experiment with new analytical methodologies.

Business Impact: Want to contribute to projects where data analysis has direct impact on strategic decisions and measurable business results.

Ideal Projects: Interested in projects combining data analysis, machine learning, and business impact. Preference for data-driven companies with modern infrastructure and access to significant datasets.

» Professional Experience

Chief Sales Officer

Example Corp | Sales | London, UK *January 2020 - Present*

- Led strategic initiatives for enterprise clients, delivering 25% revenue growth
- Managed cross-functional teams of 5-10 professionals across multiple projects
- Implemented process improvements reducing operational costs by 15%
- Exceeded quarterly KPIs by an average of 20%

Sales Specialist

Tech Innovations Ltd | Sales | Berlin, Germany *September 2017 - December 2019*

- Supported key projects with focus on operational excellence
- Collaborated with internal and external stakeholders
- Conducted data analysis and delivered insights to senior management

» Education

Master's Degree in Business Administration

University of London | 2015-2017 *First Class Honours*

Bachelor's Degree in Business Administration

University of Manchester | 2012-2015 *2:1 Honours*

» Technical Skills

- Resilience
- Solution Selling
- Enterprise Sales

» Soft Skills

Proactivity in identifying and solving problems | Complex problem solving and analytical thinking | Attention to detail and focus on code quality | Fast learning capability for new technologies

» Certifications

- **Problem Solving** | Industry Certification Board | 10/2019
- **Active Listening** | Industry Certification Board | 10/2022
- **Account-Based Selling** | Technical Academy | 08/2024

» Certificazioni

- **AWS Certified Machine Learning - Specialty**
  Amazon Web Services - 2022

- **Lean Six Sigma Green Belt**
  ASQ - 2019

Languages

- **English:**: Fluent - C2
- **Italian:**: Working Knowledge - B2