Enzo De Luca

Email: Contact Information

- **Email:** enzo.de luca@email.com
- **Phone:** +39 368 979 2401
- **Location:** Barcelona

» Professional Summary

Senior data scientist with 12+ years of experience designing ML/AI solutions for complex business problems. Technical leadership on strategic data-driven initiatives and analytics team mentoring. Expertise in deep learning, NLP, and big data technologies.

» Professional Experience

Enterprise Sales Director

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

--- Lead strategic technical initiatives with cross-team impact.

» 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

- Customer Advocacy
- ZoomInfo
- Networking
- Active Listening
- Account-Based Selling
- Proposal Software
- HubSpot CRM
- Pipedrive
- Customer Relationship Management
- Sales Forecasting
- Renewal Management
- Complex Sales Cycles

» Soft Skills

Effective technical communication with non-tech stakeholders | Proactivity in identifying and solving problems | Collaboration in distributed and multicultural teams | Attention to detail and focus on code quality

» Certificazioni

- **AWS Certified Machine Learning - Specialty**
  Amazon Web Services - 2023

- **IELTS Academic - C1**
  British Council - 2022

- **Microsoft Certified: Azure Data Scientist Associate**
  Microsoft - 2021

Languages

- **English:**: Fluent - C1
- **Italian:**: Native

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