

Sergio Conti

Email: Contact Information

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» Professional Summary

Data leader with proven track record building enterprise data capabilities. Experience defining analytics strategies and implementing scalable ML infrastructure. Ability to translate business objectives into data-driven technical roadmaps.

» 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%
- Contributed to 28% churn rate reduction through proactive initiatives
- 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
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» 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

- Monday.com
 - Resilience
 - Churn Prevention
 - Persuasion
 - Business Development
 - Relationship Building
 - Renewal Management
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» Certificazioni

- **TensorFlow Developer Certificate**
Google - 2022
- **Excel Expert**
Microsoft - 2020
- **Deep Learning Specialization**
Coursera/DeepLearning.AI - 2019

Languages

- **English::** Advanced - C2
 - **Italian::** Working Knowledge - B1
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