

# Angelo Ferrara

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## Email: Contact Information

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  - **Location:** Barcelona
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## » Professional Summary

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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

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### Global 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

--- Evolve towards {direction} roles.

## » Education

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### 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*

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## » Technical Skills

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- Proposal Software
  - SalesLoft
  - Resilience
  - Churn Prevention
  - Presentation Skills
  - Persuasion
  - Sales Planning
  - ZoomInfo
  - Deal Closing
  - Active Listening
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## » Soft Skills

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

## » Certificazioni

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- **AWS Certified Machine Learning - Specialty**  
*Amazon Web Services - 2022*
- **TOEFL iBT - 100+**  
*ETS - 2022*
- **Deep Learning Specialization**  
*Coursera/DeepLearning.AI - 2019*

## Languages

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- **English::** Fluent - C1
  - **Italian::** Professional - C2
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*In accordance with European Regulation 679/2016 (GDPR), I authorize the processing of my personal data for recruitment and selection purposes.*