

Vincenzo Lombardi

Email: Contact Information

- **Email:** vincenzo.lombardi@email.com
 - **Phone:** +39 324 601 9053
 - **Location:** Livorno
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» 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

Customer Success Manager

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
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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

- Relationship Building
 - Value Selling
 - Upselling
 - Resilience
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» Soft Skills

Fast learning capability for new technologies | Complex problem solving and analytical thinking | Effective technical communication with non-tech stakeholders | Attention to detail and focus on code quality

» Certifications

- **Cross-selling** | Technical Academy | 04/2021
 - **Objection Handling** | Technical Academy | 09/2022
 - **Sales Automation** | Industry Certification Board | 10/2021
 - **Gong** | Technical Academy | 08/2023
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» Certificazioni

- **TensorFlow Developer Certificate**
Google - 2023
- **Excel Expert**
Microsoft - 2020

Languages

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