

# Ishita Wang

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## Email: Contact Information

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- **Email:** ishita.wang@email.com
- **Phone:** +39 335 171 6918
- **Location:** Cagliari

## » Work Preferences

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**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.

**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.

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## » Professional Summary

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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

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### VP of Sales

**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%
- Achieved annual objectives with performance consistently above target (19%)
- 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
  - Onboarded and mentored 3 new team members
  - Conducted data analysis and delivered insights to senior management
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## » 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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- Relationship Building
  - Territory Management
  - Enterprise Sales
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## » Certifications

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- **Renewal Management** | Technical Academy | 07/2020
  - **Business Development** | Industry Certification Board | 05/2019
  - **Salesforce** | Technical Academy | 10/2024
  - **CRM Analytics** | Google | 11/2020
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## » Certificazioni

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- **AWS Certified Machine Learning - Specialty**  
*Amazon Web Services - 2022*
- **TensorFlow Developer Certificate**  
*Google - 2022*

- **TOEFL iBT - 100+**

*ETS - 2020*

- **IELTS Academic - C1**

*British Council - 2020*

## Languages

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- **English::** Fluent - C1

- **Italian::** Fluent - C2
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