

# Sofia Costa

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## Email: Contact Information

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- **Email:** sofia.costa@email.com
  - **Phone:** +39 399 322 4373
  - **Location:** Cape Town
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## » Professional Experience

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### Chief Revenue 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%
- 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

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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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- Problem Solving
  - Negotiation
  - CRM Analytics
  - Sales Strategy
  - Meeting Scheduling
  - Sales Planning
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## » Certificazioni

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- **AWS Certified Machine Learning - Specialty**  
*Amazon Web Services - 2023*
- **TOEFL iBT - 100+**  
*ETS - 2019*
- **Deep Learning Specialization**  
*Coursera/DeepLearning.AI - 2019*

## Languages

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- **English::** Native
  - **Italian::** Fluent - C2
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