

Raffaella Caruso

Email: Contact Information

- **Email:** raffaella.caruso@email.com
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 - **Location:** Parma
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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

Head 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%
- 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

--- Mentor junior/mid developers and contribute to team growth.

» 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

- Sales Enablement Tools
 - C-Level Selling
 - Enterprise Sales
 - SPIN Selling
 - LinkedIn Sales Navigator
 - Business Development
 - Pipedrive
 - Customer Advocacy
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» Certificazioni

- **AWS Certified Solutions Architect**
Amazon Web Services - 2023
- **Professional Scrum Master I**
Scrum.org - 2020
- **Oracle Certified Professional Java SE**
Oracle - 2020
- **Certificazione Lingua Inglese C1**
Cambridge English - 2020

Languages

- **English::** Professional - C2
 - **Italian::** Native
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