Luca Mancini

Email: Contact Information

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- **Location:** Bari

» Work Preferences

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.

Business Impact: Want to contribute to projects where data analysis has direct impact on strategic decisions and measurable business results.

» 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%
- Implemented process generating 97k€ annual savings
- Exceeded quarterly KPIs by an average of 20%
- Defined quarterly technical roadmap aligned with business objectives

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

- Complex Sales Cycles
- LinkedIn Sales Navigator
- Relationship Building
- Account Management
- Salesforce
- Territory Management
- Business Development
- SPIN Selling

» Soft Skills

Effective technical communication with non-tech stakeholders | Complex problem solving and analytical thinking | Attention to detail and focus on code quality | Proactivity in identifying and solving problems

» Certificazioni

- **Excel Expert**
  Microsoft - 2023

- **Lean Six Sigma Green Belt**
  ASQ - 2022

- **TensorFlow Developer Certificate**
  Google - 2020

Languages

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