

Antonio Esposito

Email: Contact Information

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- **Location:** Lisbon

» Work Preferences

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

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.

» Professional Summary

Data leader with proven track record building enterprise data capabilities. Experience defining analytics strategies and implementing scalable ML infrastructure. Ability to translate business objectives into data-driven technical roadmaps.

» Professional Experience

Sales Director

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

- Account Management
 - Sales Strategy
 - Customer Onboarding
 - Quota Management
 - Negotiation
 - Sales Planning
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» Soft Skills

Effective technical communication with non-tech stakeholders | Fast learning capability for new technologies | Collaboration in distributed and multicultural teams | Proactivity in identifying and solving problems

» Certifications

- **Email Tracking** | Technical Academy | 08/2023
 - **Customer Advocacy** | Industry Certification Board | 03/2020
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» Certificazioni

- **TensorFlow Developer Certificate**
Google - 2021

- **IELTS Academic - C1**

British Council - 2020

Languages

- **English::** Advanced - C2
 - **Italian::** Native
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