

# Ornella Giordano

---

## Email: Contact Information

---

- **Email:** ornella.giordano@email.com
  - **Phone:** +39 322 619 1623
  - **Location:** Verona
- 

## » 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

---

### Account Executive

**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%
- Coordinated sprint planning and retrospectives with team of 9 people

### 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
-

## » 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

---

- Upselling
  - Net Promoter Score
  - HubSpot CRM
  - Churn Prevention
  - Outreach.io
  - Solution Selling
  - Sales Enablement Tools
  - Sales Forecasting
- 

## » Certificazioni

---

- **AWS Certified Machine Learning - Specialty**  
*Amazon Web Services - 2022*
- **Professional Data Engineer**  
*Google Cloud - 2020*
- **Certificazione Lingua Inglese C1**  
*Cambridge English - 2018*

## Languages

---

- **English::** Professional - C2
  - **Italian::** Working Knowledge - B1
- 
- 

*I authorize the processing of personal data contained in this CV in accordance with Article 13 of GDPR 679/2016.*