

# Lucrezia Moretti

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## Email: Contact Information

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- **Email:** lucrezia.moretti@email.com
  - **Phone:** +39 380 972 4932
  - **Location:** Cagliari
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## » Professional Summary

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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

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### Senior Sales Manager

**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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- Active Listening
  - Customer Training
  - Persuasion
  - Resilience
  - Upselling
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### » Soft Skills

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Fast learning capability for new technologies | Proactivity in identifying and solving problems | Attention to detail and focus on code quality | Collaboration in distributed and multicultural teams

### » Certifications

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- **LinkedIn Sales Navigator** | Professional Institute | 11/2023
  - **Meeting Scheduling** | Technical Academy | 11/2024
  - **Account-Based Selling** | Industry Certification Board | 02/2020
  - **Quota Management** | Industry Certification Board | 02/2024
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### » Certificazioni

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- **AWS Certified Machine Learning - Specialty**  
*Amazon Web Services - 2021*
- **Microsoft Certified: Azure Data Scientist Associate**  
*Microsoft - 2021*
- **Excel Expert**  
*Microsoft - 2020*

## Languages

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- **English:** Native
- **Italian:** Native

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