Miriam Romano

Email: Contact Information

- **Email:** miriam.romano@email.com
- **Phone:** +39 316 404 7707
- **Location:** Hong Kong

» Work Preferences

Tools & Technologies: Seeking opportunities to work with modern tech stack (cloud, big data, ML frameworks) and experiment with new analytical methodologies.

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 Experience

Regional 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

» 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
- Problem Solving
- Email Tracking
- CRM Analytics
- Cross-selling
- Account-Based Selling

» Certifications

- **Persuasion** | Technical Academy | 04/2023
- **HubSpot CRM** | Technical Academy | 04/2021
- **Sales Forecasting** | Industry Certification Board | 12/2019

» Certificazioni

- **TensorFlow Developer Certificate**
  Google - 2020

- **Excel Expert**
  Microsoft - 2020

- **Deep Learning Specialization**
  Coursera/DeepLearning.AI - 2019

Languages

- **English:**: Native

- **Italian:**: Working Knowledge - B1

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