Jorge Horvat

Email: Contact Information

- **Email:** jorge.horvat@email.com
- **Phone:** +39 399 977 6473
- **Location:** Messina

» 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.

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

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

Chief Sales Officer

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

- Customer Relationship Management
- Negotiation
- Proposal Software

» Certifications

- **Account-Based Selling** | Professional Institute | 12/2022
- **Enterprise Sales** | Professional Institute | 09/2021
- **Objection Handling** | Technical Academy | 09/2021

» Certificazioni

- **Microsoft Certified: Azure Data Scientist Associate**
  Microsoft - 2023

- **AWS Certified Machine Learning - Specialty**
  Amazon Web Services - 2022

Languages

- **English:**: Professional - C2
- **Italian:**: Professional - C2

In accordance with European Regulation 679/2016 (GDPR), I authorize the processing of my personal data for recruitment and selection purposes.