

Nicoletta Galli

Email: Contact Information

- **Email:** nicoletta.galli@email.com
- **Phone:** +39 343 471 3729
- **Location:** New York

» Work Preferences

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

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

» Professional Experience

Inside Sales Representative

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 Training
 - RFP Management
 - Monday.com
 - Pipeline Management
 - CRM Analytics
 - Relationship Building
 - Consultative Selling
 - Sales Forecasting
 - Business Development
 - Resilience
 - Proposal Software
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» Certificazioni

- **Microsoft Certified: Azure Data Scientist Associate**
Microsoft - 2023
- **Professional Data Engineer**
Google Cloud - 2021
- **TensorFlow Developer Certificate**
Google - 2021
- **Certificazione Lingua Inglese C1**
Cambridge English - 2019

Languages

- **English::** Advanced - C1

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

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