

Michael Miller

Email: Contact Information

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- **Location:** Hamburg

» Work Preferences

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.

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.

» 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
 - Applied design patterns: Microservices, Event Sourcing ensuring scalability and maintainability
 - 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

- C-Level Selling
 - Renewal Management
 - Customer Training
 - Business Development
 - Active Listening
 - Sales Forecasting
 - Salesforce
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» Soft Skills

Complex problem solving and analytical thinking | **Effective technical communication with non-tech stakeholders** | **Attention to detail and focus on code quality** | **Fast learning capability for new technologies**

» Certifications

- **Net Promoter Score** | Industry Certification Board | 11/2021
- **Quota Management** | Professional Institute | 11/2022

- **Sales Enablement Tools** | Technical Academy | 10/2020
 - **Proposal Software** | Industry Certification Board | 08/2020
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» Certificazioni

- **Microsoft Certified: Azure Data Scientist Associate**
Microsoft - 2022
- **TOEFL iBT - 100+**
ETS - 2021
- **Excel Expert**
Microsoft - 2020

Languages

- **English::** Advanced - C1
 - **Italian::** Native
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