Sara Lee

Email: Contact Information

- **Email:** sara.lee@email.com
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- **Location:** Palermo

» 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 Revenue 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%
- Applied design patterns: Repository, CQRS ensuring scalability and maintainability

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

--- Mentor junior/mid developers and contribute to team growth.

» 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

- Challenger Sale
- Customer Retention
- Pipeline Management
- Account Management
- Email Tracking

» Certifications

- **ZoomInfo** | Industry Certification Board | 02/2020
- **Customer Training** | Technical Academy | 09/2024
- **Cross-selling** | Professional Institute | 10/2022

» Certificazioni

- **AWS Certified Solutions Architect**
  Amazon Web Services - 2023

- **Excel Expert**
  Microsoft - 2020

Languages

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

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