

Adriano Galli

Email: Contact Information

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- **Location:** Brescia

» Work Preferences

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 Experience

VP of Sales

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

- Solution Selling
 - Quota Management
 - Negotiation
 - Gong
 - Active Listening
 - SalesLoft
 - SPIN Selling
 - Sales Automation
 - Consultative Selling
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» Certificazioni

- **AWS Certified Machine Learning - Specialty**
Amazon Web Services - 2022
- **Microsoft Certified: Azure Data Scientist Associate**
Microsoft - 2021
- **Professional Data Engineer**
Google Cloud - 2020
- **Certificazione Lingua Inglese C1**
Cambridge English - 2018

Languages

- **English::** Advanced - C1
 - **Italian::** Native
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In accordance with European Regulation 679/2016 (GDPR), I authorize the processing of my personal data for recruitment and selection purposes.