

# Viola Rossi

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## Email: Contact Information

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- **Email:** viola.rossi@email.com
  - **Phone:** +39 370 371 5039
  - **Location:** Napoli
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## » Professional Summary

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Data leader with proven track record building enterprise data capabilities. Experience defining analytics strategies and implementing scalable ML infrastructure. Ability to translate business objectives into data-driven technical roadmaps.

## » Professional Experience

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### 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%
- Implemented process generating 97k€ annual savings
- 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
  - Set up advanced monitoring with proactive alerting and real-time dashboards
  - Conducted data analysis and delivered insights to senior management
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## » Education

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### 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*

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## » Technical Skills

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- Sales Strategy
  - SPIN Selling
  - Email Tracking
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## » Certifications

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- **Sales Automation** | Professional Institute | 03/2024
  - **CRM Analytics** | Google | 04/2022
  - **Pipedrive** | Industry Certification Board | 08/2024
  - **Outreach.io** | Professional Institute | 03/2020
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## » Certificazioni

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- **Deep Learning Specialization**  
*Coursera/DeepLearning.AI - 2021*
- **Professional Data Engineer**  
*Google Cloud - 2020*

## Languages

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- **English::** Native
  - **Italian::** Working Knowledge - B2
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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.*