Marina Singh

Email: Contact Information

- **Email:** marina.singh@email.com
- **Phone:** +39 399 936 7262
- **Location:** Dublin

» 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.

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

» Professional Experience

Junior Business Development

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

» 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

- Salesforce
- Challenger Sale
- Consultative Selling
- Customer Training
- Enterprise Sales
- Deal Closing
- Pipedrive
- Territory Management

» Certifications

- **HubSpot CRM** | Technical Academy | 06/2020
- **Quota Management** | Professional Institute | 11/2020
- **Pipeline Management** | Technical Academy | 07/2024

» Certificazioni

- **AWS Certified Machine Learning - Specialty**
  Amazon Web Services - 2021

- **TOEFL iBT - 100+**
  ETS - 2020

- **Deep Learning Specialization**
  Coursera/DeepLearning.AI - 2020

Languages

- **English:**: Native
- **Italian:**: Professional - C2

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