

# Lisa Lombardi

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## Email: Contact Information

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- **Email:** lisa.lombardi@email.com
- **Phone:** +39 341 715 3784
- **Location:** Bucharest

## » Work Preferences

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**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.

**Business Impact:** Want to contribute to projects where data analysis has direct impact on strategic decisions and measurable business results.

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

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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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### 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
  - 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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- Territory Management
  - Objection Handling
  - Negotiation
  - Pipeline Management
  - Customer Training
  - Quota Management
  - ZoomInfo
  - LinkedIn Sales Navigator
  - Pipedrive
  - Resilience
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## » Certificazioni

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- **Excel Expert**  
*Microsoft - 2023*
- **AWS Certified Machine Learning - Specialty**  
*Amazon Web Services - 2022*

- **Deep Learning Specialization**

*Coursera/DeepLearning.AI - 2021*

## Languages

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- **English::** Advanced - C2
  - **Italian::** Professional - C1
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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.*