

Alberto Longo

Email: Contact Information

- **Email:** alberto.longo@email.com
 - **Phone:** +39 381 721 1368
 - **Location:** Roma
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» 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

Head of Customer Success

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%
- Full ownership of notification system from architecture to production deployment
- 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

- Enterprise Sales
 - Active Listening
 - Email Tracking
 - RFP Management
 - Pipedrive
 - Quota Management
 - Presentation Skills
 - Account-Based Selling
 - Customer Training
 - Networking
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» Certificazioni

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

Languages

- **English::** Professional - C1
 - **Italian::** Native
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