

Ambra Bruno

Email: Contact Information

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 - **Location:** Bologna
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» Professional Summary

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

Chief Revenue 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

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

- Customer Advocacy
 - Customer Onboarding
 - CRM Analytics
 - Customer Training
 - Sales Automation
 - Complex Sales Cycles
 - B2B Sales
 - Customer Retention
 - Value Selling
 - LinkedIn Sales Navigator
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» Soft Skills

Effective technical communication with non-tech stakeholders | Complex problem solving and analytical thinking | Fast learning capability for new technologies | Attention to detail and focus on code quality

» Certificazioni

- **AWS Certified Machine Learning - Specialty**
Amazon Web Services - 2023
- **Excel Expert**
Microsoft - 2023
- **TensorFlow Developer Certificate**
Google - 2022
- **Certificazione Lingua Inglese C1**
Cambridge English - 2019

Languages

- **English::** Advanced - C1

• **Italian::** Native

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