

Greta Bruno

Email: Contact Information

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 - **Location:** Verona
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» Professional Experience

Regional Sales Manager

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%
- Contributed to 26% churn rate reduction through proactive initiatives

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

- B2B Sales
 - Net Promoter Score
 - Account Management
 - Customer Relationship Management
 - Time Management
 - Deal Closing
 - Sales Planning
 - Customer Onboarding
 - Quota Management
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» Certifications

- **Business Development** | Industry Certification Board | 07/2022
 - **Meeting Scheduling** | Professional Institute | 09/2020
 - **Pipedrive** | Industry Certification Board | 01/2022
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» Certificazioni

- **Microsoft Certified: Azure Data Scientist Associate**
Microsoft - 2023
- **Lean Six Sigma Green Belt**
ASQ - 2020
- **Deep Learning Specialization**
Coursera/DeepLearning.AI - 2020
- **Certificazione Lingua Inglese C1**
Cambridge English - 2019

Languages

- **English::** Native
 - **Italian::** Fluent - C2
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