

# Simona Colombo

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## Email: Contact Information

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- **Email:** simona.colombo@email.com
- **Phone:** +39 394 664 1462
- **Location:** Sassari

## » Work Preferences

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**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 Experience

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### 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%

### 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
  - Facilitated knowledge sharing sessions and internal tech talks
  - 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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- Resilience
  - Outreach.io
  - Net Promoter Score
  - RFP Management
  - Cross-selling
  - Customer Retention
  - Solution Selling
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## » Soft Skills

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Fast learning capability for new technologies | Collaboration in distributed and multicultural teams  
| Complex problem solving and analytical thinking | Proactivity in identifying and solving problems

## » Certifications

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- **Pipedrive** | Technical Academy | 10/2019
  - **C-Level Selling** | Professional Institute | 08/2019
  - **Consultative Selling** | Technical Academy | 09/2021
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## » Certificazioni

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- **AWS Certified Machine Learning - Specialty**  
*Amazon Web Services - 2023*
- **Microsoft Certified: Azure Data Scientist Associate**  
*Microsoft - 2022*

- **TensorFlow Developer Certificate**

*Google* - 2020

- **Lean Six Sigma Green Belt**

ASQ - 2019

## Languages

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- **English::** Native

- **Italian::** Professional - C2

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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.*