

Alessia Rizzo

Email: Contact Information

- **Email:** alessia.rizzo@email.com
- **Phone:** +39 381 942 7516
- **Location:** Boston

» Work Preferences

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

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

» 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 Sales

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

--- Evolve towards {direction} roles.

» 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
 - Account Management
 - Enterprise Sales
 - HubSpot CRM
 - Solution Selling
 - Sales Automation
 - Net Promoter Score
 - Problem Solving
 - Objection Handling
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» Soft Skills

Attention to detail and focus on code quality | Effective technical communication with non-tech stakeholders | Proactivity in identifying and solving problems | Complex problem solving and analytical thinking

» Certifications

- **Customer Retention** | Industry Certification Board | 12/2024
 - **Sales Forecasting** | Professional Institute | 02/2024
 - **Sales Strategy** | Professional Institute | 06/2021
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» Certificazioni

- **AWS Certified Machine Learning - Specialty**
Amazon Web Services - 2022
- **Microsoft Certified: Azure Data Scientist Associate**
Microsoft - 2021
- **TOEFL iBT - 100+**
ETS - 2020

Languages

- **English::** Fluent - C1
 - **Italian::** Native
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