Arjun Johnson

Email: Contact Information

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- **Location:** Firenze

» Work Preferences

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

Ideal Projects: Interested in projects combining data analysis, machine learning, and business impact. Preference for data-driven companies with modern infrastructure and access to significant datasets.

» Professional Experience

SVP 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

» 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

- Deal Closing
- Complex Sales Cycles
- Proposal Writing
- Presentation Skills
- Meeting Scheduling
- Enterprise Sales
- Sales Strategy
- HubSpot CRM
- SPIN Selling

» Soft Skills

Fast learning capability for new technologies | **Attention to detail and focus on code quality** | **Effective technical communication with non-tech stakeholders** | **Collaboration in distributed and multicultural teams**

» Certifications

- **Territory Management** | Technical Academy | 03/2020
- **Sales Planning** | Technical Academy | 02/2020
- **Active Listening** | Professional Institute | 03/2019

» Certificazioni

- **Microsoft Certified: Azure Data Scientist Associate**
  Microsoft - 2023

- **Professional Data Engineer**
  Google Cloud - 2022

Languages

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