Rania Okafor

Email: Contact Information

- **Email:** rania.okafor@email.com
- **Phone:** +39 338 634 1116
- **Location:** Perugia

» 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

Regional Sales Director

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%
- Full ownership of analytics dashboard from architecture to production deployment
- 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

- Sales Automation
- Account Management
- Sales Forecasting
- Networking
- B2B Sales
- Sales Enablement Tools
- Problem Solving

» Certifications

- **Customer Advocacy** | Industry Certification Board | 07/2022
- **Customer Training** | Technical Academy | 03/2024

» Certificazioni

- **TensorFlow Developer Certificate**
  Google - 2023

- **Lean Six Sigma Green Belt**
  ASQ - 2019

Languages

- **English:**: Advanced - C2
- **Italian:**: Fluent - C2