

# Enrico De Luca

---

## Email: Contact Information

---

- **Email:** enrico.de luca@email.com
- **Phone:** +39 320 981 8389
- **Location:** Ravenna

## » Work Preferences

---

**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.

**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

---

### VP 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

---

- Monday.com
  - Customer Onboarding
  - Contract Negotiation
  - Complex Sales Cycles
  - Email Tracking
  - LinkedIn Sales Navigator
  - Territory Management
  - Salesforce
  - Resilience
- 

## » Certifications

---

- **Account-Based Selling** | Professional Institute | 08/2019
  - **Renewal Management** | Professional Institute | 12/2024
- 

## » Certificazioni

---

- **Professional Data Engineer**  
*Google Cloud - 2022*
- **AWS Certified Machine Learning - Specialty**  
*Amazon Web Services - 2022*

- **TensorFlow Developer Certificate**

*Google - 2021*

## Languages

---

- **English::** Native
  - **Italian::** Working Knowledge - B1
- 
- 

*In accordance with European Regulation 679/2016 (GDPR), I authorize the processing of my personal data for recruitment and selection purposes.*