

Dario Moretti

Email: Contact Information

- **Email:** dario.moretti@email.com
- **Phone:** +39 384 776 2119
- **Location:** Reggio Emilia

» 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.

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 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

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
 - Contributed to 32% churn rate reduction through proactive initiatives
 - Conducted data analysis and delivered insights to senior management
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» 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

- Cross-selling
 - Persuasion
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» Certifications

- **Meeting Scheduling** | Technical Academy | 11/2021
 - **SPIN Selling** | Professional Institute | 07/2019
 - **Objection Handling** | Technical Academy | 04/2021
 - **Complex Sales Cycles** | Professional Institute | 10/2020
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» Certificazioni

- **TensorFlow Developer Certificate**
Google - 2022
- **TOEFL iBT - 100+**
ETS - 2022

- **Professional Data Engineer**

Google Cloud - 2020

- **Deep Learning Specialization**

Coursera/DeepLearning.AI - 2019

Languages

- **English:** Native

- **Italian:** Native

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