

Miriam Gentile

Email: Contact Information

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 - **Location:** Frankfurt
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» Professional Experience

Junior Account Executive

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
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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

- B2B Sales
 - CRM Analytics
 - Contract Negotiation
 - Customer Advocacy
 - Customer Onboarding
 - LinkedIn Sales Navigator
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» Certificazioni

- **Deep Learning Specialization**
Coursera/DeepLearning.AI - 2021
- **IELTS Academic - C1**
British Council - 2020
- **Lean Six Sigma Green Belt**
ASQ - 2019

Languages

- **English::** Fluent - C1
 - **Italian::** Professional - C2
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