

Adanna Adeyemi

Email: Contact Information

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- **Location:** Madrid

» 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%
- Full ownership of payment module from architecture to production deployment

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

- Time Management
 - Deal Closing
 - Proposal Software
 - Consultative Selling
 - Business Development
 - Customer Relationship Management
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» Certifications

- **Complex Sales Cycles** | Professional Institute | 07/2024
 - **Customer Retention** | Professional Institute | 12/2020
 - **Active Listening** | Professional Institute | 09/2020
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» Certificazioni

- **Microsoft Certified: Azure Data Scientist Associate**
Microsoft - 2022
- **Deep Learning Specialization**
Coursera/DeepLearning.AI - 2021
- **AWS Certified Machine Learning - Specialty**
Amazon Web Services - 2021

Languages

- **English::** Native
 - **Italian::** Fluent - C1
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