Olivia Rizzo

Email: Contact Information

- **Email:** olivia.rizzo@email.com
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- **Location:** Amsterdam

» 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

Head 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
- Set up advanced monitoring with proactive alerting and real-time dashboards
- 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

• Value Selling

• CRM Analytics

• C-Level Selling

• Cross-selling

• Proposal Software

• SalesLoft

• Enterprise Sales

• Customer Onboarding

• Meeting Scheduling

» Certificazioni

• **AWS Certified Machine Learning - Specialty**
  Amazon Web Services - 2023

• **Professional Data Engineer**
  Google Cloud - 2022

• **Microsoft Certified: Azure Data Scientist Associate**
  Microsoft - 2022

Languages

• **English:**: Advanced - C1
• **Italian:**: Fluent - C2

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