Miguel Ibrahim

Email: Contact Information

- **Email:** miguel.ibrahim@email.com
- **Phone:** +39 314 504 1974
- **Location:** Edinburgh

» 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

Data leader with proven track record building enterprise data capabilities. Experience defining analytics strategies and implementing scalable ML infrastructure. Ability to translate business objectives into data-driven technical roadmaps.

» Professional Experience

Enterprise 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

• Account Management

• Active Listening

• Account-Based Selling

• Pipeline Management

• Contract Negotiation

• Upselling

• Meeting Scheduling

• Value Selling

• Cross-selling

» Certifications

• **Customer Advocacy** | Industry Certification Board | 09/2024
• **RFP Management** | Professional Institute | 09/2019

» Certificazioni

• **TensorFlow Developer Certificate**
  Google - 2023

• **AWS Certified Machine Learning - Specialty**
  Amazon Web Services - 2021

- **TOEFL iBT - 100+**
  ETS - 2019

- **Certificazione Lingua Inglese C1**
  Cambridge English - 2018

Languages

- **English:**: Advanced - C2
- **Italian:**: Native

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