

# Dante Ricci

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## Email: Contact Information

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- **Email:** dante.ricci@email.com
  - **Phone:** +39 352 935 1478
  - **Location:** Brussels
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## » Professional Summary

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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

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### 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
  - Conducted data analysis and delivered insights to senior management
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## » Education

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### 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

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## » Technical Skills

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- CRM Analytics
  - Proposal Software
  - Meeting Scheduling
  - Customer Advocacy
  - Territory Management
  - Churn Prevention
  - Sales Strategy
  - Time Management
  - Challenger Sale
  - Networking
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## » Certificazioni

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- **Excel Expert**  
*Microsoft - 2023*
- **Deep Learning Specialization**  
*Coursera/DeepLearning.AI - 2021*
- **TensorFlow Developer Certificate**  
*Google - 2020*

## Languages

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