

# Isabella Costa

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## Email: Contact Information

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- **Email:** isabella.costa@email.com
  - **Phone:** +39 322 718 6420
  - **Location:** Modena
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## » Professional Experience

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### Global Sales Director

**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%
- Refactored legacy components improving code quality (D to A rating)
- 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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- Monday.com
  - Problem Solving
  - Account-Based Selling
  - Value Selling
  - Relationship Building
  - Proposal Writing
  - Customer Training
  - SPIN Selling
  - Sales Enablement Tools
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## » Certificazioni

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- **Microsoft Certified: Azure Data Scientist Associate**  
*Microsoft* - 2022
- **TensorFlow Developer Certificate**  
*Google* - 2020
- **TOEFL iBT - 100+**  
*ETS* - 2019

## Languages

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