

Pietro Rizzo

Email: Contact Information

- **Email:** pietro.rizzo@email.com
- **Phone:** +39 326 697 2530
- **Location:** Brescia

» 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.

Tools & Technologies: Seeking opportunities to work with modern tech stack (cloud, big data, ML frameworks) and experiment with new analytical methodologies.

» 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

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%
- Defined quarterly technical roadmap aligned with business objectives

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

- Deal Closing
 - Problem Solving
 - Solution Selling
 - Customer Training
 - Active Listening
 - Customer Relationship Management
 - Salesforce
 - Proposal Software
 - Business Development
 - C-Level Selling
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» Soft Skills

Collaboration in distributed and multicultural teams | Proactivity in identifying and solving problems | Effective technical communication with non-tech stakeholders | Fast learning capability for new technologies

» Certifications

- **Cross-selling** | Industry Certification Board | 09/2024
 - **Net Promoter Score** | Professional Institute | 04/2023
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» Certificazioni

- **AWS Certified Machine Learning - Specialty**
Amazon Web Services - 2022
- **TensorFlow Developer Certificate**
Google - 2020

Languages

- **English::** Fluent - C1
 - **Italian::** Professional - C2
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