

# Angelo Martini

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## Email: Contact Information

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- **Email:** angelo.martini@email.com
- **Phone:** +39 327 629 6976
- **Location:** Prato

## » Work Preferences

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**Business Impact:** Want to contribute to projects where data analysis has direct impact on strategic decisions and measurable business results.

**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.

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## » Professional Summary

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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

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### Junior Business Development

**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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- SPIN Selling
  - Contract Negotiation
  - Customer Onboarding
  - B2B Sales
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## » Certifications

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- **Account-Based Selling** | Industry Certification Board | 03/2020
  - **Presentation Skills** | Technical Academy | 09/2022
  - **Active Listening** | Industry Certification Board | 10/2024
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## » Certificazioni

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- **TOEFL iBT - 100+**  
*ETS - 2021*
- **AWS Certified Machine Learning - Specialty**  
*Amazon Web Services - 2021*
- **Professional Data Engineer**  
*Google Cloud - 2020*
- **TensorFlow Developer Certificate**  
*Google - 2020*

## Languages

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- **English::** Native
  - **Italian::** Working Knowledge - B1
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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.*