

Edoardo Leone

Email: Contact Information

- **Email:** edoardo.leone@email.com
- **Phone:** +39 381 988 1844
- **Location:** Zurich

» 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.

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

» 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

Inside Sales Representative

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%
- Onboarded and mentored 2 new team members

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

--- Lead strategic technical initiatives with cross-team impact.

» 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

- Churn Prevention
 - Relationship Building
 - Enterprise Sales
 - Problem Solving
 - Contract Negotiation
 - C-Level Selling
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» Soft Skills

Attention to detail and focus on code quality | **Fast learning capability for new technologies** | **Collaboration in distributed and multicultural teams** | **Proactivity in identifying and solving problems**

» Certifications

- **Territory Management** | Professional Institute | 02/2023
- **Meeting Scheduling** | Technical Academy | 10/2023
- **Active Listening** | Professional Institute | 01/2021

- **Gong** | Technical Academy | 08/2023
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» Certificazioni

- **AWS Certified Machine Learning - Specialty**
Amazon Web Services - 2022
- **Microsoft Certified: Azure Data Scientist Associate**
Microsoft - 2021
- **IELTS Academic - C1**
British Council - 2020
- **Deep Learning Specialization**
Coursera/DeepLearning.AI - 2019

Languages

- **English::** Professional - C1
 - **Italian::** Native
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