

# Aiko Okafor

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## Email: Contact Information

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- **Email:** aiko.okafor@email.com
- **Phone:** +39 332 165 1740
- **Location:** São Paulo

## » Work Preferences

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

**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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- RFP Management
  - Gong
  - Cross-selling
  - B2B Sales
  - Outreach.io
  - Meeting Scheduling
  - Business Development
  - Complex Sales Cycles
  - Problem Solving
  - Net Promoter Score
  - Relationship Building
  - Proposal Software
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## » Certificazioni

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- **Microsoft Certified: Azure Data Scientist Associate**  
*Microsoft - 2023*
- **TensorFlow Developer Certificate**  
*Google - 2022*
- **Certificazione Lingua Inglese C1**  
*Cambridge English - 2020*
- **Excel Expert**  
*Microsoft - 2020*

## Languages

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- **English::** Native
  - **Italian::** Professional - C2
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