

Antonio Colombo

Email: Contact Information

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- **Location:** Padova

» 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

Data leader with proven track record building enterprise data capabilities. Experience defining analytics strategies and implementing scalable ML infrastructure. Ability to translate business objectives into data-driven technical roadmaps.

» Professional Experience

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%
- 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

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

- Account Management
 - Salesforce
 - LinkedIn Sales Navigator
 - Negotiation
 - Monday.com
 - Sales Strategy
 - Networking
 - CRM Analytics
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» Certifications

- **Value Selling** | Industry Certification Board | 06/2019
 - **Solution Selling** | Professional Institute | 09/2020
 - **Objection Handling** | Technical Academy | 02/2019
 - **ZoomInfo** | Technical Academy | 10/2024
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» Certificazioni

- **AWS Certified Machine Learning - Specialty**

Amazon Web Services - 2022

- **TOEFL iBT - 100+**

ETS - 2021

- **Lean Six Sigma Green Belt**

ASQ - 2021

- **TensorFlow Developer Certificate**

Google - 2021

Languages

- **English::** Native

- **Italian::** Professional - C1
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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.