

Maria Kamara

Email: Contact Information

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- **Location:** Brescia

» Work Preferences

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

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.

» 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

Strategic Account Manager

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

- Customer Onboarding
 - Solution Selling
 - B2B Sales
 - Customer Relationship Management
 - HubSpot CRM
 - Outreach.io
 - Pipeline Management
 - Sales Planning
 - SPIN Selling
 - Meeting Scheduling
 - Customer Retention
 - Objection Handling
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» Certificazioni

- **AWS Certified Machine Learning - Specialty**
Amazon Web Services - 2023

- **Microsoft Certified: Azure Data Scientist Associate**

Microsoft - 2022

- **Excel Expert**

Microsoft - 2020

Languages

- **English::** Professional - C1

- **Italian::** Working Knowledge - B2
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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.