

Fabio Russo

Email: Contact Information

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 - **Location:** Genova
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» 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

VP of Sales

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

--- Evolve towards {direction} roles.

» 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

- Sales Planning
 - Active Listening
 - Meeting Scheduling
 - Presentation Skills
 - Customer Relationship Management
 - LinkedIn Sales Navigator
 - Networking
 - Solution Selling
 - Quota Management
 - Complex Sales Cycles
 - Sales Enablement Tools
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» Soft Skills

Effective technical communication with non-tech stakeholders | Complex problem solving and analytical thinking | Fast learning capability for new technologies | Proactivity in identifying and solving problems

» Certificazioni

- **TensorFlow Developer Certificate**
Google - 2022
- **Professional Data Engineer**
Google Cloud - 2022
- **Deep Learning Specialization**
Coursera/DeepLearning.AI - 2020

Languages

- **English::** Advanced - C2
 - **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.