

Bruno Ricci

Email: Contact Information

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- **Location:** Amsterdam

» Work Preferences

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

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

Account Executive

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

- Contributed to 22% churn rate reduction through proactive initiatives
 - 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

- Renewal Management
 - Sales Forecasting
 - RFP Management
 - Customer Advocacy
 - Sales Strategy
 - Challenger Sale
 - Deal Closing
 - Churn Prevention
 - Sales Automation
 - Contract Negotiation
 - Proposal Writing
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» Certificazioni

- **Microsoft Certified: Azure Data Scientist Associate**
Microsoft - 2023
- **TensorFlow Developer Certificate**
Google - 2022
- **Excel Expert**
Microsoft - 2022
- **Professional Data Engineer**
Google Cloud - 2021

Languages

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