Zuri Brown

Email: Contact Information

- **Email:** zuri.brown@email.com
- **Phone:** +39 388 403 1205
- **Location:** Oslo

» 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.

» 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

Chief Revenue Officer

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

--- Mentor junior/mid developers and contribute to team growth.

» 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

• Complex Sales Cycles

• Customer Training

• C-Level Selling

» Certifications

• **Quota Management** | Industry Certification Board | 11/2024
• **Sales Automation** | Industry Certification Board | 03/2019
• **ZoomInfo** | Industry Certification Board | 04/2024
• **Customer Advocacy** | Professional Institute | 01/2021

» Certificazioni

• **Microsoft Certified: Azure Developer Associate**
  Microsoft - 2022

• **Certified Kubernetes Administrator (CKA)**
  Cloud Native Computing Foundation - 2022

• **Oracle Certified Professional Java SE**
  Oracle - 2022

Languages

- **English:**: Advanced - C1
- **Italian:**: Working Knowledge - B2

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