

# Martina Martinelli

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## Email: Contact Information

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- **Email:** martina.martinelli@email.com
  - **Phone:** +39 318 336 4023
  - **Location:** Perugia
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## » Professional Summary

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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

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### Enterprise 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
  - Conducted data analysis and delivered insights to senior management
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## » Education

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### 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

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## » Technical Skills

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- Pipedrive
  - SalesLoft
  - Business Development
  - C-Level Selling
  - Customer Onboarding
  - Networking
  - Value Selling
  - Renewal Management
  - Salesforce
  - Contract Negotiation
  - Deal Closing
  - Enterprise Sales
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## » Certificazioni

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- **AWS Certified Machine Learning - Specialty**  
*Amazon Web Services - 2023*
- **Deep Learning Specialization**  
*Coursera/DeepLearning.AI - 2020*

## Languages

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- **English::** Native
  - **Italian::** Working Knowledge - B1
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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.*