

Alfredo Esposito

Email: Contact Information

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- **Phone:** +39 397 745 1218
- **Location:** Verona

» 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

SVP 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
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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

- Objection Handling
 - Sales Enablement Tools
 - Problem Solving
 - Sales Planning
 - Territory Management
 - Customer Training
 - Time Management
 - Proposal Software
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» Certificazioni

- **Microsoft Certified: Azure Data Scientist Associate**
Microsoft - 2022
- **Lean Six Sigma Green Belt**
ASQ - 2021
- **Professional Data Engineer**
Google Cloud - 2020
- **TOEFL iBT - 100+**
ETS - 2019

Languages

- **English::** Professional - C1

• **Italian::** Professional - C2

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