

# Haruka Brown

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## Email: Contact Information

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- **Email:** haruka.brown@email.com
- **Phone:** +39 395 731 4730
- **Location:** Foggia

## » Work Preferences

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**Business Impact:** Want to contribute to projects where data analysis has direct impact on strategic decisions and measurable business results.

**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.

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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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### Chief Sales 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%
- Facilitated knowledge sharing sessions and internal tech talks

## 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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- Churn Prevention
  - Contract Negotiation
  - Persuasion
  - Pipedrive
  - RFP Management
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## » Certifications

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- **Networking** | Technical Academy | 07/2019
  - **Meeting Scheduling** | Professional Institute | 10/2023
  - **SalesLoft** | Technical Academy | 04/2019
  - **Sales Strategy** | Technical Academy | 04/2023
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## » Certificazioni

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- **Excel Expert**  
*Microsoft - 2021*

- **Lean Six Sigma Green Belt**

ASQ - 2020

## Languages

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- **English::** Professional - C1
  - **Italian::** Working Knowledge - B1
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