Michele Gentile

Email: Contact Information

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- **Location:** Bari

» 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

VP 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

--- Lead strategic technical initiatives with cross-team impact.

» 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

• RFP Management

• Quota Management

• Contract Negotiation

• Salesforce

• Problem Solving

• Net Promoter Score

» Soft Skills

Effective technical communication with non-tech stakeholders | Attention to detail and focus on code quality | Complex problem solving and analytical thinking | Fast learning capability for new technologies

» Certifications

• **Account-Based Selling** | Industry Certification Board | 08/2023
• **Account Management** | Technical Academy | 09/2021

» Certificazioni

• **Microsoft Certified: Azure Data Scientist Associate**
  Microsoft - 2023
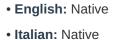
• **Professional Data Engineer**
  Google Cloud - 2021

• **TensorFlow Developer Certificate**
  Google - 2020

- **Deep Learning Specialization**
  Coursera/DeepLearning.AI - 2020

Languages

- **English:** Native
- **Italian:** Native