

# Sonia Conti

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## Email: Contact Information

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- **Email:** sonia.conti@email.com
  - **Phone:** +39 395 225 7495
  - **Location:** Prague
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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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### 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
  - Coordinated sprint planning and retrospectives with team of 9 people
  - 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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- Persuasion
  - Customer Retention
  - Value Selling
  - LinkedIn Sales Navigator
  - RFP Management
  - C-Level Selling
  - Presentation Skills
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## » Certificazioni

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- **TOEFL iBT - 100+**  
*ETS - 2022*
- **Microsoft Certified: Azure Data Scientist Associate**  
*Microsoft - 2021*
- **Deep Learning Specialization**  
*Coursera/DeepLearning.AI - 2020*
- **Lean Six Sigma Green Belt**  
*ASQ - 2020*

## Languages

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- **English::** Fluent - C2
  - **Italian::** Native
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