

# Alessio Lombardo

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## Email: Contact Information

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- **Email:** alessio.lombardo@email.com
  - **Phone:** +39 326 819 8754
  - **Location:** Porto
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## » Professional Summary

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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

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### Chief Revenue 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%

### 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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- Account Management
  - RFP Management
  - Account-Based Selling
  - Complex Sales Cycles
  - ZoomInfo
  - Customer Onboarding
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## » Soft Skills

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Complex problem solving and analytical thinking | Proactivity in identifying and solving problems | Attention to detail and focus on code quality | Fast learning capability for new technologies

## » Certifications

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- **Objection Handling** | Technical Academy | 10/2021
  - **Proposal Writing** | Professional Institute | 11/2022
  - **Contract Negotiation** | Industry Certification Board | 03/2020
  - **Resilience** | Technical Academy | 02/2024
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## » Certificazioni

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- **IELTS Academic - C1**  
*British Council* - 2021
- **Deep Learning Specialization**  
*Coursera/DeepLearning.AI* - 2021

## Languages

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- **English::** Native
  - **Italian::** Working Knowledge - B2
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