

Greta Rizzo

Email: Contact Information

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 - **Location:** Venezia
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» Professional Summary

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

Enterprise Sales Director

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%
- Achieved annual objectives with performance consistently above target (44%)
- 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

- Negotiation
 - LinkedIn Sales Navigator
 - C-Level Selling
 - Churn Prevention
 - Outreach.io
 - SPIN Selling
 - Salesforce
 - Customer Retention
 - Customer Onboarding
 - Complex Sales Cycles
 - Customer Advocacy
 - Account Management
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» Certificazioni

- **Deep Learning Specialization**
Coursera/DeepLearning.AI - 2020
- **TOEFL iBT - 100+**
ETS - 2019

Languages

- **English::** Professional - C2
 - **Italian::** Working Knowledge - B2
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In accordance with European Regulation 679/2016 (GDPR), I authorize the processing of my personal data for recruitment and selection purposes.