

Rahul Brown

Email: Contact Information

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- **Location:** Lisbon

» Work Preferences

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.

» 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

Channel Sales Manager

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%
- Coordinated sprint planning and retrospectives with team of 9 people

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
 - Contributed to 39% churn rate reduction through proactive initiatives
 - 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

- Cross-selling
 - Territory Management
 - Relationship Building
 - HubSpot CRM
 - Pipedrive
 - Consultative Selling
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» Soft Skills

Proactivity in identifying and solving problems | **Complex problem solving and analytical thinking** | **Effective technical communication with non-tech stakeholders** | **Fast learning capability for new technologies**

» Certifications

- **LinkedIn Sales Navigator** | Industry Certification Board | 11/2021
- **Time Management** | Industry Certification Board | 01/2023
- **Presentation Skills** | Professional Institute | 03/2019

- **Persuasion** | Technical Academy | 01/2023
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» Certificazioni

- **Lean Six Sigma Green Belt**
ASQ - 2022
- **TensorFlow Developer Certificate**
Google - 2021
- **Microsoft Certified: Azure Data Scientist Associate**
Microsoft - 2021
- **Deep Learning Specialization**
Coursera/DeepLearning.AI - 2021

Languages

- **English::** Professional - C2
 - **Italian::** Working Knowledge - B2
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