



# LUCIANO SABBATINI

DATA ANALYST

## CONTACT

**PHONE:**

160 9961 6909

**ADDRESS:**

Bielefeld, Germany

**EMAIL:**

[luciano.sabbatini78@gmail.com](mailto:luciano.sabbatini78@gmail.com)

**LINKEDIN:**

<https://www.linkedin.com/in/luciano-sabbatini>

**GITHUB:**

<https://github.com/lucianosabbatini>

## PERSONAL INFO

**NATIONALITY:**

Italian, Brazilian

**LANGUAGES:**

- **Portuguese** (native proficiency)
- **English** (professional working proficiency)
- **Italian** (professional working proficiency)
- **Spanish** (limited working proficiency)

## SKILLS

- Python
- MySQL
- Tableau
- Machine Learning
- Office 365
- Advanced Excel
- Adobe Photoshop
- CRM Software, incl. Salesforce, Oracle NetSuite

## WORK EXPERIENCE

**Scuba Kings, Gozo (Malta) - Diving Instructor**

2018 – 2022

- PADI MSDT (Master Scuba Diver Trainer)
- Guiding dives and teaching courses
- Managing operations of the diving center, including scheduling, carrying out risk assessments, maintaining quality standards, ensuring high level of service and focus on customer relations, achieving sales targets

**Groupon, São Paulo (Brazil) - Sales Manager**

E-commerce, B2B

2015 – 2017

- Seeking out new business opportunities, drive the outbound sales activities targeting through cold calling to engage consult and close local deals
- Developing a deep understanding of the customer's needs and the merchant's business, including products/services, consumer demographics, revenue/profit divers
- Owning the contract negotiation process, dealing with margins, discounts and other critical elements
- Working on the optimization of lead qualification and customer approach together with the marketing team

**SB Telecom – São Paulo (Brazil) - Owner**

Telecommunications, B2B

2012 – 2015

- Affiliate of Movistar
- Managing 5+ employees, including salesmen and back-offices employees
- Being the first contact person to drive the outbound sales activities
- Coaching employees on how to build and manage a pipeline of new business

**Claro/America Movil – São Paulo (Brazil)**

Telecommunications, B2B

2011 – 2012: Senior Sales Executive

- Key Account Management (+1000 employees)
- Managing and retain existing customer base
- Collecting market, customer, and competitor intelligence
- Business development: acquisition of new accounts to grow the customer base

2008 – 2010: Sales Executive

- D2D in-person sales of corporate telecom plans to SMEs
- Accountable for lead generation
- Consistently exceeded personal sales targets

## EDUCATION

**Diploma in Data Analytics - Ironhack, Germany, 2023**

**Diploma in Tourism & Hospitality Management - EQF 5, Malta Institute of Management, Malta, 2021**

**Bachelor of Science in Social Communication (BSc Hons), Faculdade Cásper Líbero, São Paulo (Brazil), 2000 – 2004**