MATTEO LENOCI

DATA SCIENTIST | AI & ML

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In my 20s I gained a lot of experience as a salesman, traveling the world and training teams of people.
In addition, my real passions are IT, data and statistics, so I have completed my master's degree on that topics.
Using my passions to provide value in my work is my dream.
Dynamic and athletic, I am also an eclectic music lover.
Few words, yet the right ones, describe me.

IT SKILLS

- R
- Python
- SQL
- Adobe Suite
- Tensorflow
- PyTorch
- Google Cloud
- Power BI

SOFT SKILLS

- Teamwork
- Discipline
- Public speaking
- Critical thinking
- Strategic Planning

LANGUAGE

- Italian: Native Language
- English: C1

WORK EXPERIENCE

Data Scientist | AI & ML Expert
Aptar s.p.a. | *April 2022 – today*
- Implementing AI solutions for use in classification / predicting business outcomes.
- Analyzing customers behavior and interpret trends or patterns in complex data sets
- Performing data visualization

Networking Manager
MyVitaly srl | October 2018 – April 2022
- Held weekly meetings with customers and suppliers to identify techniques to overcome sales obstacles.
- Developed working relationships with front-line leaders.
- Coached employees in successful selling methods

Networking Manager
Evergreenlifeproducts srl | 2013 – 2018
- Resolved customer issues quickly and managed over 300 accounts to increase sales and meet quotas.
- Grew retail sales volume in assigned territory (UK, USA, France, Italy) through strategic budgeting and product promotion.
- Public speaker and team builder in internal company meetings and commercial meetings

EDUCATION AND CERTIFICATION

Master's Degree in "Economics and Business Analytics"
Università degli studi "G. D'Annunzio"
November 2020 - November 2022
- Cum Laude
- Thesis "NLP: Predictive Justice"

Bachelor's degree in "Economics and business administration"

Training course "Structogram", Bologna
3 training days about management and leadership