

# Amara Schmidt

## Account Executive

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## PROFESSIONAL SUMMARY

Account Executive with 19+ years building and delivering in fast-paced product teams, currently at Nestle. Specialises in B2B SaaS, with a track record of shipping reliable, measurable outcomes. Known for clear communication and ownership.

## EXPERIENCE

### Data Scientist Nestle · 2022–Present

- Owned the B2B SaaS stack end to end, partnering with product and operations on 6 cross-functional projects.
- Scaled B2B SaaS services to handle 39x peak load with no downtime.
- Shipped 5 major releases using B2B SaaS, cutting cycle time by 33%.

### Data Scientist Lufthansa Technik · 2020–2022

- Mentored 8 engineers and established B2B SaaS standards adopted team-wide.
- Led B2B SaaS initiatives that improved delivery throughput by 26% across 2 teams.

### Junior Data Scientist GitLab · 2017–2020

- Mentored 4 engineers and established B2B SaaS standards adopted team-wide.
- Led B2B SaaS initiatives that improved delivery throughput by 23% across 5 teams.

## APPLICATIONS AT SWISSPORT

Talent Acquisition Partner interview · fit 69

## CORE SKILLS

B2B SaaS Advanced · 2y

## LANGUAGES

Spanish — Native

## EDUCATION

MSc Artificial Intelligence  
TU Berlin · 2002