

# Greta Silva

## Account Executive

greta.silva.31@mail.example +84372215365 Dublin, IE Open to relocation

### PROFESSIONAL SUMMARY

Account Executive with 7+ years building and delivering in fast-paced product teams, currently at Klarna. Specialises in TypeScript, Data Engineering, Machine Learning, with a track record of shipping reliable, measurable outcomes and open to relocation. Known for clear communication and ownership.

### EXPERIENCE

#### Account Executive — Klarna · 2022–Present

- Led Machine Learning initiatives that improved delivery throughput by 25% across 7 teams.
- Owned the Machine Learning stack end to end, partnering with product and operations on 6 cross-functional projects.
- Reduced incidents by 34% by introducing Data Engineering best practices and automated checks.

#### Account Executive — Wise · 2020–2022

- Scaled Data Engineering services to handle 16x peak load with no downtime.
- Shipped 4 major releases using Data Engineering, cutting cycle time by 12%.

#### Junior Account Executive — Stripe · 2016–2019

- Shipped 3 major releases using Machine Learning, cutting cycle time by 15%.
- Reduced incidents by 40% by introducing Data Engineering best practices and automated checks.

### APPLICATIONS AT SWISSPORT

Security Coordinator	applied · fit 91
De-icing Operator	applied · fit 71
Sales Engineer	rejected · fit 64

### CORE SKILLS

**TypeScript** Advanced · 7y

**Data Engineering** Proficient · 6y

**Machine Learning** Basic · 5y

### STRENGTHS

Communication Problem Solving

### LANGUAGES

English — Native

### CERTIFICATIONS

CISSP (2023)

AWS Solutions Architect (2021)

### EDUCATION

MSc Artificial Intelligence

TU Berlin · 2015