

WORK EXPERIENCE

Stackgini VC-backed B2B SaaS for agentic enterprise IT decision-making Berlin, Germany
Founding GTM Nov 2023 – Present

- Built the entire GTM function from zero as first hire, growing ARR from \$20K to \$1.25M+ (3x YoY) by winning 35 enterprise customers including SAP, Siemens, DHL and Danaher (F500)
- Operated in a dual role: full-cycle account executive (outbound origination through close) and GTM Founders Associate owning GTM engineering, RevOps, and the SDR team and outbound motion
- Defined and brought to market a new software category, IT Demand Management, by selling the vision and evangelizing the category through thought leadership, industry conferences, and speaking engagements
- Built a custom sales process for category creation based on MEDDIC, BANT, and SPICED, plus the onboarding plan and playbooks that ramped 3 SDRs and 1 AE into the outbound motion
- Shipped custom-developed agentic tooling built around HubSpot that saved ~2 hours per GTM FTE per day, plus a Europe-wide ICP scoring and account-data layer with proprietary signaling that drove 70% of net-new pipeline over the past year

Luther Law Firm One of the largest law firms in DACH Cologne, Germany
IT Project Management Working Student May 2023 – Sep 2023

- Drove a company-wide contract database rollout and laid the groundwork for an ISO 27001-based information security management system (ISMS)

Financial Operations & Controlling Internship Mar 2023 – Apr 2023

- Hands-on Excel work on annual financial statements under German GAAP (HGB) across the domestic entity and international subsidiaries; schedules, reconciliations, journals, and audit preparation; reported to the CFO

EDUCATION

TU Berlin Berlin, Germany
Computer Science B.Sc. Oct 2023 – Oct 2024

- Completed core coursework in advanced mathematics and systems programming before pausing studies to join the founding team at Stackgini; active in TU Berlin Center of Entrepreneurship

CBS Cologne Business School Cologne, Germany
International Business B.A. Oct 2020 – Aug 2023

- GPA: 90% (1.5); thesis on whether DAX companies use R&D capitalization under IFRS to manipulate reported earnings

James Cook University Singapore Singapore
Semester Abroad Jul 2022 – Dec 2022

- Built a full-stack multiplayer web game in a SCRUM team during an advanced software engineering course triggering a pivot into computer science

VOLUNTEERING

Pestalozzi-Fröbel-Haus Berlin, Germany
After-school Program Volunteer 2025 – 2025

- Homework support and group supervision for primary-school children from migrant backgrounds in the after-school program

PROJECTS

tendenz.vercel.app 2023 – 2023

- Financial market analysis tool using z-scores to rank and identify statistically significant price movements of US equities; built and deployed independently, full-stack

INTERESTS

Open-source/weight LLM models; Developer tooling and web development (react, typescript); Literature on scifi, history, and white collar crime; Graphic and UI design, typography, user experience