

With over a decade of experience in venture building, renewable energy finance, commercialisation and operative excellence, I thrive in dynamic environments, catalyzing growth and innovation.

Work Experience

Fractional Chief Commercial Officer, AMMP

Remote

- 01/24**
- now
- Revival of existing relationships and conversion to customers
 - 2,000+ leads and doubling the existing customer base in 2024
 - Development of a GTM strategy, leading to a focus on South Africa as AMMP's key market

Co-Founder & Fractional COO, Sánate

Barcelona, Spain

- 11/23**
- now
- Building key technology and processes in-house for B2B2C platform.
 - Development of a B2C marketplace with plug-and-play technology, including a custom video calling feature and automatic onboarding processes for new clients
 - Implementation of internal processes for revenue management and customer support.

Co-Founder & COO/CEO, Several Startups

London, UK & Barcelona, Spain

- 11/21**
–
11/23
- Developed business model for 3 startup ideas
 - Initial customer development and product market fit
 - Signed MOUs worth 5MEUR for project co-funding

Co-Founder & COO/Head of Investments, Trine

Gothenburg, Sweden

- 08/14**
–
11/21
- Created dealflow worth 200+MEUR and 200+ leads.
 - Designed and executed DD process on 100+ investments totalling over 60 million EUR
 - Hired global team in 3 countries and 2 continents.
 - Initiated partnerships with institutions such as DFC, Sida, and African Guarantee Fund
 - Lead restructuring of non-performing loans, keeping the default rate below 2%
 - Created internal processes for 30 people team and brought operational leadership

Education

MSc Sustainable Energy Systems, Chalmers

Gothenburg, Sweden

- 09/12**
–
07/14
- Passed with honours
 - Chalmers Students for Sustainability Board
 - Business project with Statkraft Norway on business opportunities in solar energy

BSc Energy, Transport & Environmental Management, FH Joanneum

Graz, Austria

- 09/09**
–
07/12
- Internship at electric mobility startup
 - Passed with honours (Austrian grade system 1-5: GPA: 1.1)

Exchange Semester, Turku University of Applied Sciences

Turku, Finland

- 09/11** – **12/11**
- Exchange semester with exposure to new cultures and international environment

London School of Economics and Political Science

London, UK

- 07/11** – **08/11**
- Summer School, Environmental Economics and Sustainable Development, Passed with A+

Other Activities/Skills

- 11/21**
– present
- Coaching startups as part of Techstars, Newchip, Beko Global and Startup Bootcamp

- 2023**
– present
- Teaching social innovation and entrepreneurship at Toulouse Business School, UAB, CIEE

Author of “Mind Your Money – A practical guide to sustainable investment”

German – native

English – professional

Swedish - advanced

Spanish – intermediate

References available upon request