

SUMMARY

AI native Business Development and GTM professional with experience in AI infrastructure, robotics, and enterprise software. Closed \$1M in NVIDIA DGX sales in six months, generated \$1.8M at Robovision and \$2.2M at Apple. I build outbound programs and strategic partnerships, run technical discovery, and take enterprise deals from first conversation through close. Beyond work I'm totally obsessed with saunas, longevity, pizza, Christopher Nolan movies and AI.

EDUCATION & TOOLS

- OpenAI: Advanced Codex Workflow Integration, Codex Solutions Practitioner, Agents & Agentic Workflows, Consultative Solutions.
- Anthropic: AI Capabilities and Limitations, Building Effective Agent Teams, MCP: Advanced Topics, Framework & Foundations.
- NVIDIA: AI Compute, DGX Sales.
- Used: LinkedIn Sales Navigator, Ocean.io, Exa, HeyReach, Relevance AI, Zero, Attio, HubSpot, Pipedrive and more.
- University of Social Sciences: Bachelor of Business Management.

EXPERIENCE

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|---|--------------------------|
| TryEclipse.AI - <i>GTM, AI Strategy Advisor</i> ; Remote, San Francisco | 07/2026 - Present |
| <ul style="list-style-type: none">• Advise early stage orgs and founders on AI strategy, workflow design, and GTM planning.• Develop AI enabled GTM approaches for scale-ups and schedule meetings with prospective founders and clients. | |
| Cenntury Ventures - <i>Founder</i> ; Remote | 02/2024 - 06/2026 |
| <ul style="list-style-type: none">• Developed AI powered enterprise GTM systems for Routescan, Axora, Meteora, and Proxima.• Built and led teams of 10+ across multiple project launches, setting ownership, operating cadence, and delivery standards. | |
| Asymmetric Labs - <i>Strategic Partnerships</i> ; Remote, New York City | 03/2023 - 03/2024 |
| <ul style="list-style-type: none">• Closed and managed more than 90 GameFi and NFT partnerships: sourcing, onboarding, launch planning.• Delivered four NFT launches generating \$6M in primary sales volume and 35,000 mints.• Supported the transition from NFT to an ERC20 launchpad by working together with ops, design, product and engineering. | |
| NVIDIA AI (HPC/DGX) - <i>Business Development Manager</i> ; Remote, Belgium | 02/2022 - 03/2023 |
| <ul style="list-style-type: none">• Closed \$1M in revenue within six months by selling NVIDIA DGX units.• Ran more than 100 discovery calls with data centres, research teams, and applied AI organisations to match workloads with AI infrastructure. | |
| Robovision AI - <i>Strategic Business Development Manager</i> ; Remote, Ghent, Belgium | 06/2020 - 05/2022 |
| <ul style="list-style-type: none">• Generated \$1.8M in revenue by sourcing and closing partnerships with robotics OEMs and enterprise customers.• Managed business development with organisations including Hitachi Semiconductors, Siemens, ABB, Prodrive, and CERN.• Conducted more than 720 meetings with partners, industry leaders, and enterprise customers. | |
| Apple - <i>Solutions Consultant</i> ; Cambridge, UK | 07/2017 - 05/2020 |
| <ul style="list-style-type: none">• Ranked as the region's top salesperson, generating more than \$2.2M in revenue in 2019.• Advised SMEs on hardware and software solutions to support productivity and growth. | |
| Emperium POS - <i>BDR → Business Development Manager</i> ; London, UK | 03/2013 - 05/2017 |
| <ul style="list-style-type: none">• Drove \$550,000 in annual revenue selling PoS solutions to hospitality, retail and pharma.• Sourced and managed UK accounts, advised businesses on PoS software and hardware solutions. | |