

MARIO BEHREND'S

AI Product & Operations · Commercial Growth

mariob-1@web.de · +49 152 2537 8310 · [LinkedIn](#) · [Portfolio](#)
Utrecht & Amsterdam, Netherlands



Utrecht, Amsterdam, and nearby · Actively relocating · Available September 2026

Seeking a committed four-day, 32-hour role. StudyfinderAI continues one day a week as my space to build, learn, and scale. It is a real feedback loop for testing ideas and does not compete with the role.

I turn unclear operational and customer problems into working AI systems. My background spans founder-led go-to-market, B2B partnerships, technical customer support, and hands-on automation. I move fast from an unclear problem to a working solution.

WHAT I DELIVER

WHAT I BRING

- Practical AI workflows that fix real operational problems
- Go-to-market execution: partnerships, outreach, stakeholder validation
- Clear decisions based on customer and behavioural data

HOW I OPERATE

- Full ownership, from unclear problem to working system
- Fast, hands-on prototyping with practical judgement
- Cross-functional work with sales, support, dev, and product

INDEPENDENT AI WORK

End-to-end AI-led outreach and operations system

Automates B2B outreach, contact research, reply handling, and tested handoffs across multiple mailboxes. Supports 100+ personalised B2B emails per weekday with tested handoffs across multiple mailboxes.

Personal AI agent and second brain

A private, local-first assistant with a knowledge base, retrieval, reasoning, and clear approval rules. Runs real WhatsApp, mail, calendar, and knowledge workflows with controlled actions and undo.

AI-assisted website and brand relaunch

A full website and brand relaunch for StudyfinderAI, covering UI/UX, sales and marketing copy, SEO and GEO, and brand communication. Built on a custom React and TypeScript codebase managed through Git. The launch-ready site brings together five research reports, past content, the new offering, brand identity, pilot evidence, and separate journeys for universities, schools, and students.

Founder-level ownership · Customer and partner facing · Systems and automation · Fast, practical execution

| EXPERIENCE

Co-Founder | StudyfinderAI, Utrecht, Netherlands

Sep 2023 – Present

- Led early go-to-market work: institutional interviews, partnerships, and outreach.
- Ran 50+ institutional interviews. Our two-person founding team secured the first institutional partner.
- Built an in-house outreach system. It sends 100+ personalised B2B emails per weekday with tested handoffs across multiple mailboxes.
- Ran a free pilot with Business Academy Nitra, Slovakia. Three classroom rounds reached 110 students. Renewal interest was recorded.

Frontier AI Specialist | Blockbrain, Hamburg, Germany

Jul 2026 (1 month)

- I combined business development with hands-on AI prototyping alongside engineering.
- I explored future customer needs through fast research and practical experiments in a short Frontier team role alongside engineering.
- Signed on for a 40-hour Blockbrain / 10-hour StudyfinderAI split. The arrangement did not hold after one month, and I returned full focus to StudyfinderAI.

Founder's Associate | Dustlight, Munich, Germany

Aug 2024 – Jan 2025

- Supported a webshop relaunch: persona research, competitor analysis, UX improvements, and CTA testing.
- Used analytics and behavioural data to find conversion and mobile issues.
- Produced customer education content. Helped ship a note-taking beta and a UI update.

Technical Support, DACH | Channable, Utrecht, Netherlands

Mar 2023 – Jul 2024

- Supported German-speaking e-commerce customers by email, phone, and meetings.
- Resolved platform issues, onboarded customers, and handed cases to Sales and Customer Success.

Founder | Creative Spirit Store, Utrecht, Netherlands

Oct 2022 – Jul 2024

- Built and launched a streetwear and gymwear brand on Shopify. Owned product, branding, sourcing, marketing, and operations end to end.

Aircraft Mechanic | Airbus, Hamburg, Germany

Sep 2015 – Sep 2022

- Completed vocational training in a high-reliability operational environment.
- Built a practical systems mindset: work must be safe, precise, and functional in the real world.

| EDUCATION, LANGUAGES & CERTIFICATIONS

B.A. Creative Business

Utrecht University of Applied Sciences, completed 2026

Exchange semester, University of Vienna, Spring 2025

Languages

German (native) · English (fluent, written & spoken) · Dutch (basic, learning)

Certifications

AI for Everyone (DeepLearning.AI)
Entrepreneurial Finance (Duke University)

| TOOLS & PLATFORMS

Comfortable across commercial tools like Microsoft 365 and Google Workspace, project tools like Jira, Confluence, and the wider Atlassian suite, and developer tools like Git, Docker, and the terminal, with working knowledge of Datadog and Aikido. Day-to-day AI work runs through Claude Code, Codex, Gemini, and local models, picking whichever fits the task.