



CONTACT

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DE / EN / PL

DACH · EU-Remote

CORE CAPABILITIES

- › Production Voice-AI Engine design
- › Orchestrated AI sales workflows
- › Outbound & inbound B2B conversation automation
- › Python-based data automation & AI extraction workflows
- › Structured outcome capture
- › CRM-ready lead qualification
- › Human handoff for qualified opportunities
- › Sales team support & reach amplification
- › Business process automation
- › Multilingual EN / DE / PL

STACK

- › LLM platforms (production-grade)
- › Voice AI & telephony tooling
- › Python data & AI extraction utilities
- › Automation & workflow platforms
- › CRM systems (HubSpot, Pipedrive, custom)
- › APIs, webhooks, data workflows
- › No-code / low-code product builders

LANGUAGES

German — Professional

English — Professional

Polish — Native

MARKETS

DACH EU B2B Sales Logistics

SaaS

— PROFILE

AI Systems Architect and automation builder with 16+ years in European logistics operations and 7 years in the DACH market. I design and implement practical AI systems for B2B sales, customer communication, CRM workflows and business process automation. Founder of Voicerto, a production Voice-AI Sales Engine for real B2B operations — supporting outbound and inbound conversations, structured lead qualification, CRM-ready outcomes and clean human handoff. Operator first: I build systems that hold up under real business pressure.

— SELECTED OUTCOMES

- › Designed and shipped an orchestrated AI Voice Sales Engine for real B2B sales operations.
- › Built outbound and inbound voice AI workflows in EN / DE / PL for structured lead qualification and follow-up.
- › Created CRM-ready automation that captures conversation outcomes, lead status and next steps cleanly.
- › Built Python-based automation tools for extracting, validating, deduplicating and structuring business data from emails, documents, links and operational inputs.
- › Developed workflows that support sales teams and amplify their reach, while keeping human relationships at the center of closing.
- › Applied 16+ years of logistics and B2B operational experience to design systems that hold up under real business pressure.

— PROFESSIONAL EXPERIENCE

Founder & AI Systems Architect

2025 – Present

Voicerto — AI Voice Sales Engine

- › Founded and developed Voicerto, a production Voice-AI Sales Engine for real B2B sales operations.
- › Designed orchestrated voice AI workflows for outbound and inbound conversations in EN / DE / PL.
- › Built structured lead qualification and follow-up processes with CRM-ready outcomes and human handoff.
- › Developed Python utilities for logistics data processing, document/text extraction, address validation via external APIs, deduplication, batch file generation and scheduled reporting.
- › Created automation logic that supports sales teams and keeps human relationships at the center of closing.

Logistics Operations Lead

2009 – Present

European Logistics & Transport

- › 16+ years across European logistics operations with 7 years of hands-on DACH market experience.
- › Built operational discipline and process thinking now applied to AI system design, CRM workflows and B2B automation.

— SIGNATURE ENGAGEMENT

Voice AI Engine — Voicerto

A production Voice-AI Sales Engine for real B2B operations. Not a single tool or dialer, but an orchestrated workflow combining outbound and inbound conversations, structured lead qualification, conversation context capture, CRM-ready outcomes and human handoff for interested prospects. Multilingual across EN / DE / PL — designed to support sales teams by amplifying their reach, not to replace the relationships that actually close deals.

— WHY HIRE IN-HOUSE

- › Operator background — I build systems that survive real business pressure, not slideware.
- › Founder-level ownership of voice AI, CRM workflows and B2B sales automation end-to-end.
- › Multilingual DE / EN / PL communication aligned with DACH and EU customer realities.
- › Practical AI implementation focused on commercial outcomes, not technology theatre.