

# Federico De Ponte

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## PROFESSIONAL EXPERIENCE

### SCAILE – Co-Founder & Co-CEO

Munich | 2024–Present

- Co-founded AI visibility engine (ChatGPT, Perplexity, Google AI Overviews); scaled to €250K ARR, team of 10
- Raised €125K pre-seed and secured €325K in grants (Google for Startups, government)
- Outranked AWS and Azure in AI search results for clients; generated >€20M in lead value across 50+ accounts
- Built full-stack SaaS with deep-research content pipeline; managed 2 developers and 3 Claude Code agents

### Rocketlist – Co-Founder & CEO

Berlin | 2024–Present

- Angel-backed AI job matching platform (500 WAU) matching startup roles to candidates via 108-point algorithm
- Designed end-to-end product from zero: onboarding, dashboard, email digests; aggregates from 8+ ATS platforms
- Full-stack build (Next.js, Python/FastAPI, Supabase); managing team of 2 engineers and 3 freelancers

### Boston Consulting Group – Visiting Associate

Hamburg | Jun–Aug 2023

- Developed EMEA go-to-market strategy for US-based IT services company targeting 15% margin improvement
- Performed vendor due diligence of a mid-sized company for a leading Swiss private equity fund

### Kühne & Nagel – Digital Pricing Intern & Working Student

Hamburg | Jun 2022–Jun 2023

- Co-developed launch strategy and pricing for international rollout of FCL Quote & Book product
- Built report dashboard tracking key metrics (viewed by 300+ colleagues)

## EDUCATION

### Nova School of Business and Economics – MSc Finance + CEMS MIM

Lisbon | Aug 2023–Jun 2025

- GPA: 17/20 | Focus: Private Equity, Venture Capital, Sustainability
- START Lisbon (MD) | VCPE club (Internal Events) | Students' Philanthropic Foundation (Fundraising)

### Kühne Logistics University – BSc Business Administration

Hamburg | Sep 2020–Aug 2023

- GPA: 1.2 (Top 5%) | Dean's List | Merit-based scholarship | Deutschlandstipendium
- Thesis on monetary union in East Africa applying Taylor Rule approach (graded 1.0)

### Tecnológico de Monterrey – Exchange

Mexico City | Feb–Jun 2022

- Corporate Finance focus | PROMOS scholarship (DAAD)
- Volunteered as math tutor for disadvantaged students at primary school (1.5h Monday–Friday)

## LEADERSHIP

### advisupply consulting e.V. – Chairman & Student Consultant

Hamburg | Sep 2020–Jun 2023

- Led 27 consultants; acquired and managed paid projects (six-digit €); presented deliverables to C-level
- Organized workshops and events educating several hundred students on consulting methodology

## SKILLS

- **Product & Tech:** Next.js, React, Python, FastAPI, SQL, Supabase, Figma
- **Builder:** Cursor top 0.8% | GitHub top 2% commits | 57 repos, 90+ stars | OpenDraft: 52 stars, 2.2K downloads
- **Reach:** LinkedIn 5K followers, >700K impressions YoY (>1M incl. X and Reddit)
- **Languages:** English (fluent, TOEFL 114) | Spanish (fluent, C1) | German (native) | Italian (beginner)