

FABIAN SPITZER

Operations Leader · BizOps · Transformation

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18 years leading Operations, Sales, and P&L in high-growth digital companies — scaling teams, turning around execution gaps, and driving significant revenue. Proven at €4B+ volume, +400% growth, €1.3M EBITDA recovery. Currently operationalizing AI in real business workflows — bridging the gap between AI potential and operational reality.

CAREER HIGHLIGHTS



PROFESSIONAL EXPERIENCE

Founder · Applied AI for Operations

Jan 2025 – Present

AskProAI · Berlin

- Deliberately went hands-on into applied AI workflows to close the gap between AI potential and operational execution — built and launched a live AI voice platform for SME customer operations.
- End-to-end accountability across product, operations, client delivery, and go-to-market; practical experience operationalizing AI tools including OpenAI Codex and Anthropic Claude Code.

Chief Operating Officer (Interim)

Jul 2024 – Dec 2024

Interlead GmbH · Berlin & Bremen

- Grew revenue to €27M and EBITDA to €1.3M within 6 months through targeted operational restructuring and execution discipline.
- Built leadership structure; embedded data-led steering frameworks; launched new product lines and scaled onboarding and sales processes.

Chief Operating Officer

Mar 2022 – May 2024

DFKP GmbH · Berlin

- Scaled financing volume from €38M to €223M (+400%) in 24 months by overhauling operations, hiring, and conversion workflows.
- Increased inquiry-to-close conversion by 34% through KPI-driven sales and lead management systems.
- Built team structures, performance management, and partner network across Sales, HR, Ops, Lead Management, and in-house Academy.

Personal Sabbatical — Europe by Camper

Jul 2021 – Feb 2022

Self-directed · Europe

- Deliberate break after 14 years of continuous executive leadership — travelled Europe by camper van.

Head of Sales / Partner Management / Operations

Nov 2019 – Jul 2021

FinCompare GmbH · Berlin

- Built direct and partner sales from zero; introduced fee-based monetisation, HubSpot, and a partner scoring and prioritisation system.
- Developed multiplier segments to scale partner reach; led teams across sales, partner management, and customer support.

Co-Founder & CEO

Aug 2018 – Feb 2020

Schulport.de · Munich

- Built EduTech startup from concept to market validation; led product, business development, and early pilot partnerships.

Managing Director, Consumer Loans

Feb 2007 – Jun 2018

CHECK24 GmbH · Munich

- Scaled the consumer loans division to €4B+ annual volume over 11 years — built the market-leading position from the ground up.
- Led strategy, CRM innovation, partner management, KPI-led execution, and team development across the full business unit.

CORE COMPETENCIES



EDUCATION & CERTIFICATIONS

Business Administration · DEKRA Academy

Project Management — IPMA Level D, Scrum & Kanban · DEKRA Academy

Audio Engineering · SAE Institute