



Matthieu Dominguez

Technical Growth Marketer | Outbound · Automation · Product

PORTFOLIO

CONTACT

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SKILLS

BUSINESS DEVELOPMENT

Opportunity Generation / Discovery & Qualification / Multichannel Prospecting / Pipeline Management / Negotiation / Market Expansion

GROWTH & PROSPECTING

Cold Email / LinkedIn Outreach / Outbound Automation / A/B Testing / SEO / Lead Generation / AI Personalization / CRM (HubSpot, Salesforce)

PRODUCT & DEVELOPMENT

Product Management / Full-Stack JS/TS (Next.js/React, PostgreSQL) / Git / AI-assisted Dev (Claude Code)

TECHNICAL & AI

Python (Automation, Scraping, basic ML) / AI Agents & Automation (Claude Code, N8N)

CREATIVE & GENAI

Photoshop / Illustrator / After Effects / Veo 3 / Runway / Sora / Midjourney

LANGUAGES

French	NATIVE
Spanish	BILINGUAL
English	C1

CERTIFICATIONS

Advanced Python Certification - Master in AI, Universidad Europea
2023-2024

ExamPro GenAI Essentials - Certificate of Completion
JULY 2025

Fullstack Developer Path (Frontend & Backend) - Scrimba
2026

Anthropic Claude Certified Architect - Foundations (CCA-F)
IN PROGRESS - EXAM 2026

INTERESTS

Music & digital production
Sports (Boxing, Gym, Padel)
Programming

SUMMARY

Growth & business-development specialist who builds pipeline from zero - and builds the tools that generate it. 4 years across FR/ES/US B2B startups: I've generated **€350k+ in pipeline**, opened new markets and shipped the automation - outbound, AI enrichment, internal tooling - that scales it. Hybrid business × tech: I turn zero into traction with growth, code and product.

EXPERIENCE

Growth & Customer Success, Fribl

CANNES (REMOTE) · MAY 2024 - PRESENT

- Built Fribl's outbound function from zero (0 clients on arrival): landed the first paying accounts - the hardest - including **EDHEC**; represented Fribl at the **World AI Cannes Festival (WAICF) 2025**; scaled prospecting to **~2 qualified meetings/week, 10/month peak (company record)**.
- Shipped "Fribl Outbound" solo in ~2 months (see Projects) - the internal prospecting platform that replaced the team's fragmented tool stack.
- Set up the entire cold-email infrastructure from scratch - Mailgun (subdomain, DKIM/SPF/DMARC), deliverability - self-taught.
- Owned Customer Success across the client base (from Feb 2025): tracked **API usage**, monitored account health and ran check-in calls.

Business Developer, MyDataMachine

PARIS, FRANCE · OCTOBER 2022 - JUNE 2023

- Acquired 4 recurring clients and opened a defense-sector opportunity, while exploring the Spanish market as early international-expansion groundwork.

Marketing Growth Operator, TransPerfect ContentLabs

BARCELONA, SPAIN · OCTOBER 2021 - MAY 2022 · FORMERLY PROPULSE VIDEO

- Generated and qualified leads across FR/ES/UK - **€350k in pipeline (€200k signed)**, beating lead targets by **+233%**.
- Grew inbound leads **+50%** via SEO and a full WordPress site redesign.

EDUCATION

Master in Artificial Intelligence, Universidad Europea

2023-2024

Skills: data manipulation, machine learning, deep learning (Keras, Pandas, Jupyter, Anaconda)

Master in International Marketing, IPAG Business School

2017-2022

Skills: marketing strategy, international project management, communication and business development

PROJECTS & VENTURES

Fribl Outbound — Conceived & built

INTERNAL PROSPECTING PLATFORM · 2024

- Built an internal prospecting platform solo in ~2 months (TypeScript, Next.js, PostgreSQL) and use it daily to prospect: LinkedIn + email sequences, CRM, unified inbox, **Bayesian A/B testing**, dashboard and AI auto-optimization - one system replacing a fragmented tool stack, **adopted by the team**.

Babilone — Founder (Full-stack)

BABILONE.APP · 2026 - PRESENT

- Built Babilone and use it daily (personally and at work), but I build it as a product - designing for the 100th user, not just myself: a **plugin system** to extend it and **real-time collaboration** I invite colleagues into on real projects. A **project-management + notes** workspace (Notion × Trello in one): notes with automatic backlinks and an interactive graph, kanban boards, finance tracking. **React, Convex, Clerk**.