

# Patrick Trost

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## EDUCATION

### WHU – Otto Beisheim School of Management

B.Sc. in International Business Administration, Class of 2026, Current GPA: 1.5 (top 10%)

Vallendar, Germany

Sep 2023 – May 2026

### University of Virginia, McIntire School of Commerce

Exchange Student (Machine Learning and Entrepreneurship), Final GPA: 3.9/4.0 (Dean's List)

Charlottesville, USA

Jan 2025 – May 2025

### Municipal High School Wigbertschule

Mathematics and Physics; Final average grade: 1.0 (top 1% nationwide)

Huenfeld, Germany

Aug 2020 – Jun 2023

### Hampton Roads Academy

High School Exchange Year, Final GPA: 4.0/4.0

Newport News, USA

Aug 2019 – May 2020

## PROFESSIONAL EXPERIENCE

### Juicebox Inc.

Go-to-Market Engineering & Growth Strategy

San Francisco, USA

May 2025 – Jul 2025

Sequoia-backed AI-enabled recruiting startup focusing on talent sourcing and engagement (Valuation: \$200 million)

- Engineered a sales intelligence agent integrating large language models, automated web scraping, and CRM data; scaled company-wide to 1,000+ calls
- Strategized, built, and launched Juicebox's first outbound go-to-market motion from scratch, generating \$130,000+ in pipeline and closing \$22,000 in annually recurring revenue (ARR) within two weeks
- Developed and deployed a HubSpot-Stripe integration that created a renewals pipeline, securing visibility into \$1M+ in high-value accounts and enabling proactive retention

### Enpal B.V.

Founder's Associate Intern reporting to Co-Founder Jochen Ziervogel (Partner Sales)

Berlin, Germany

May 2024 – Jul 2024

Climate tech scaleup focusing on B2C and B2B solar systems and heat pumps (Valuation: \$5 billion)

- Developed automated KPI dashboards by connecting Airtable's API with Salesforce, enabling real-time analytics that supported a sales channel scaling from \$0 to \$100M in 15 months
- Presented KPIs to C-level executives and facilitated workshops with sales partners and site managers, aligning performance goals across the installation subsidiary
- Pioneered and systematized installation issue tracking, serving as Enpal's first "Baubegleiter", initiating the creation and rollout of the role (now 100+ full-time employees)

### vent.io GmbH

Corporate Venture Capital Intern

Frankfurt, Germany

May 2023 – Aug 2023

- Carried out thorough screening and scouting of over 70 startups, identifying and assessing investment prospects
- Conducted in-depth analysis and research into company and market data for two specific startups during due diligence

## AWARDS

- DAAD-Promos merit scholarship for a semester abroad at the University of Virginia (Jan 2025)
- Scholarship holder at the Friedrich Naumann Foundation for Freedom (since Sep 2023)
- Honorary high school graduation awards from the German Mathematical Society (DMV), the German Physics Society (DPG), and the Joachim-Hertz Foundation (Jul 2023)

## EXTRACURRICULAR ACTIVITIES

### confluentes e.V.

Member of the Executive Board (Project Management & Technical Infrastructure)

Vallendar, Germany

Jul 2025 – Current

Student consultancy of WHU with €1M+ in revenue, completing 150+ projects per year with a pool of 2500+ consultants

### Chair of B2B Negotiations and Procurement at WHU (Prof. Dr. Lutz Kaufmann)

Student Research Assistant

Vallendar, Germany

Nov 2023 – Apr 2024

### WHU Startup Academy

Head of Event Organization

Vallendar, Germany

Nov 2023 – Dec 2024

- Introduced teamwide OKRs and developed technical infrastructure (ticketing in Vivenu, algorithmic participant management in Airtable), improving event operations for 200+ participants

Pitch Battle and Startup Development Winner in October 2021

## ADDITIONAL INFORMATION

Languages: German (native), English (C1; TOEFL top 1%), French (B1)

Skills: Python (Flask, API integrations), SQL, Automation (Zapier, Airtable, HubSpot), MS Office

Interests: Cycling, Fitness, Hiking, Reading, Running, Skiing, Swimming (Triathlon)