

DANIEL BYRD

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AI-NATIVE OPERATOR | 2× FOUNDER & CEO | PRODUCT MANAGER

Founder-operator with 10 years taking products and companies 0→1 — and an AI-native way of working: I use Claude, Codex and no-code tooling to go from idea to shipped product without waiting for engineering. Founded and ran an AI-verification marketplace to £600k+ GMV and 50+ B2B customers across four continents; now lead AI-agent operations at a 2M-user consumer app, where I was promoted to Head within months. Anthropic-certified in Claude Code and Claude Cowork. Generalist by default: product, sales, ops, fundraising, hiring — whatever the company needs next.

WHAT I BRING

- **0→1 execution:** three companies built from scratch (Agave, Futurize, Krieger67) — MVP to paying customers, £120k+ in competitive grants, \$500k+ ARR at my first venture, enterprise challenge wins (MSDUK, CBRE, CCCI).
- **AI-native building:** shipped a production ~190-step AI agent (Claude + OpenAI/Codex) that autonomously resolves customer tickets at scale; vibe-coded prototypes (computer vision inspection, PTZ verification, internal web apps) that went to production.
- **Founder-level ownership:** ran everything as CEO — product vision, direct sales, grant compliance, investor/partner relations, team building; at Praktika I report directly to CEO, CTO and COO and own a function end-to-end.
- **Commercial + technical range:** pitched Carlos Slim's innovation office and closed industrial buyers in four regions; STEM degree, Python-certified, currently studying back-end and AI engineering.

EXPERIENCE

Co-founder & CEO — Agave Networks, London

Sept 2021 – Present

AI-verified marketplace for international trade of recycled metals (circular economy / climate tech).

- Took the company 0→1: defined vision and roadmap, shipped the MVP in agile sprints, and scaled to £600k+ GMV with 50+ buyers and suppliers across the UK, EU, India and LATAM.
- Built AI product hands-on with minimal engineering: computer-vision inspection (image/video grading) that hit production accuracy targets, PTZ-camera verification prototypes, and offer-sharing flows — on Bubble, Xano, Make, Airtable and Firebase.
- Owned the commercial engine personally: founder-led sales, £120k+ equity-free funding (Innovate UK, Mayor of London) with full grant delivery and compliance, wins at MSDUK (Sustainability track), CBRE and CCCI innovation challenges.
- Featured by BBC StoryWorks and Poets & Quants; University of Cambridge Circular Economy Disruptors Accelerator (2022).

Head of Customer Support & AI Automation — Praktika (AI language-learning app, 2M users)

Feb 2026 – Present

Joined as CS Manager; promoted to Head within months. Own a team of 5 and the AI automation layer; report directly to CEO, CTO and COO.

- Designed and built a production AI agent that classifies, routes and resolves support tickets end-to-end — ~190 steps, 18 modules, integrated with Stripe, RevenueCat, Google Play and Apple — now handling a large, growing share of volume autonomously.
- Cut first response from ~5–6 days to near-immediate and lifted CSAT above the category benchmark; shipped a reason-matched cancellation save-flow saving ~7% of cancellations in v1.
- Operate like a forward-deployed engineer: design logic with AI, stress-test against live production, verify line by line, document every change.

Co-founder | Platform Lead — Futurize Studio, London

Sept 2020 – Sept 2021

- Launched a global innovation platform 0→1: 3,000+ students, 10+ universities (LSE, Harvard, Imperial, IIT Delhi, Toronto), corporate sponsors including Huawei, BP and Sinopec.

Innovation Consultant — Carso & América Móvil Group, Mexico City

Sept 2018 – Jul 2019

- Validated new B2B ventures in fintech, e-commerce and logistics; presented investment cases directly to CEO Carlos Slim Domit.

Co-founder & Commercial Lead — Krieger67, Mexico City

Dec 2016 – Jun 2020

- First venture: turned excess factory inventory into a reseller network — 100+ clients, \$500k+ ARR, internal pricing and tracking tools built in-house.

Earlier

- Imperial College London — administration roles incl. the Enterprise Lab, assessing 1,000+ startup applications for the Commonwealth Startup Fellowship (2024–2026).

EDUCATION

MSc Innovation, Entrepreneurship & Management — Imperial College London	2019 – 2020
• Dean's Award for Innovation; Best Design Thinking Project.	
Circular Economy Disruptors Accelerator Programme — University of Cambridge	2022
BSc Industrial Engineering & Systems — ITESM, Mexico (exchange: ECE Paris)	2013 – 2017
• First Class Honours (91.7/100 GPA).	

AI TOOLING, SKILLS & CERTIFICATIONS

- **Anthropic (2026):** Claude Code 101 · Introduction to Claude Cowork · Claude 101 · AI Fluency: Frameworks & Foundations.
- **Build stack:** Claude Code · Codex · Bubble · Lovable · Xano · Make · Airtable · Firebase · Figma · Stripe · Mixpanel · Jira · Python (Mimo-certified); studying back-end and AI engineering (JavaScript, SQL).
- **Operator skills:** 0→1 product · discovery & user research · founder-led sales · fundraising & grants · agile delivery · ops & process design · hiring and team leadership.
- **Other certifications:** MIT IAP Sustainable AI (2026) · CAPM, PMI · Lean Six Sigma Yellow Belt, ASQ · CPIM, APICS.

ADDITIONAL

Languages: English (fluent), Spanish (native) • £50k+ raised for charity • 4× marathon finisher · former national gymnast (Mexico) • Based in London.