

# JOSÉ C. THOMPSON

Engineer • Entrepreneur • Sales

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## ABOUT

Mexican engineer and entrepreneur living in Amsterdam. Seven years moving between technical and commercial work: four years as a manager in manufacturing and two and a half years co-founding a Dutch design and additive manufacturing studio. Experience in consultative selling across three languages. Comfortable in technical environments, in front of customers, and public speaking. Native Spanish and English, conversational Dutch.

## SKILLS

- Product Development: CAD-to-assembly, prototype-to-production, CE testing, additive manufacturing
- Commercial: outbound sales, B2B partnerships, consultative selling, pitch and demo
- Design Tools: Claude Code, SolidWorks, Fusion 360, Bambu Studio
- Commercial Tools: HubSpot, Omnivendus (CRM), Shopify, Notion, Microsoft Office
- Multilingual customer-facing work across Spanish, English, and Dutch
- Pitch competitions and fundraising: subsidies, angel rounds, prize pitches

## EXPERIENCE

### Co-Founder • Beyond Bounds, Amsterdam • Oct 2023–Present

- Co-founded a design and additive manufacturing studio. Run end-to-end product development (CAD modeling, CE testing, 24/7 print farm) alongside the full commercial motion (outbound on Omnivendus, B2B partnerships across Europe and North America, deal storytelling).
- R&D in novel print materials including 80% wood-fill, algae, and elephant grass; custom G-code modifications for non-linear toolpaths.
- Secured €25,000 RVO innovation subsidy and €10,000 angel investment.

### Designer and Sales • IKEA Netherlands, Utrecht • Feb 2025–Jan 2026

- Generated €150,000+ in revenue across 140+ multilingual client consultations in Spanish, English, and Dutch.
- Trained in upselling toward premium materials and appliances while balancing client budget constraints.
- Translated technical product specifications into configured solutions across budget, lead time, and product fit.

### Mechanical Engineer • Servicios Portuarios, Mexico • Mar 2018–Aug 2022

- Progressed from technician to mechanical engineer at a Mexican shipyard.
- Hands-on machine shop work with water cutter, plasma cutter, lathe, and turning mill; led a 10-person team across ship hull repair, ship assembly, parts testing, and LNG infrastructure support.
- Pitched new products B2B and ran technical presentations and facility tours for international clients.

## EDUCATION

- MSc Entrepreneurship, University of Amsterdam and VU Amsterdam (Joint Degree), 2024
- Pre-MSc Science, Business and Innovation, VU Amsterdam, 2023
- BSc Mechanical Engineering, San Diego State University, 2020

## CERTIFICATIONS

- HubSpot Sales Software, HubSpot, 2025
- Technical Sales: Role of Sales Engineer, LinkedIn Learning, 2025

## **RECOGNITIONS**

- RVO Innovation Subsidy (€25,000) and Angel Investment (€10,000), 2024–2025
- 1st Place, Pitch UvA (€1,000)
- 1st Place, Amsterdam Startup Pitch (€1,000)
- 1st Place, EU Pitch Competition, University of Budapest

## **HOBBIES**

Tennis, golf, and street photography.