



Frank Diepmaat

GTM Engineer at LeadDesk & Founder of Hacktoria OSINT Capture the Flag

PROFILE

Hi, nice to meet you. I'm Frank, Currently the GTM Engineer at LeadDesk. I broke the barriers between Marketing and Sales, by creating a shared growth engine between 10 countries and 40+ sales people, aligning marketing campaigns with outbound tactics. I've also generated 500k in revenue at DataCrunch in an extremely narrow market, using unconventional ABM tactics and highly personalized outreach campaigns.

In my free time, I founded Hacktoria, a thriving, Story Driven OSINT Capture the Flag platform and community.

WORK EXPERIENCE

JUN 2025 - PRESENT	GTM Engineer , LeadDesk
MAR 2024 - JUN 2025	Growth Marketer , LeadDesk
FEB 2023 - MAR 2024	Marketing Manager , DataCrunch
NOV 2021 - FEB 2023	System Specialist , LeadDesk
DEC 2019 - NOV 2021	Solutions Engineer , DreamBroker
MAR 2017 - DEC 2019	Systems Engineer , Hallo IT Services
MAY 2011 - MAR 2017	System Administrator , ASF Fischer
AUG 2008 - MAY 2011	Military Intel COMSPEC , Dutch Army

VOLUNTEERING

Founder of Hacktoria OSINT CTF, 11.2021 / present
Project where we create a fictional world of espionage inspired OSINT challenges that teach people Intelligence Skills.

Outreach for IT Support Ukraine, 06.2024 / present
Creating multichannel DM and Email campaigns to increase donations of IT equipment to the Armed Forces of Ukraine.

Sysadmin at Poldermaat met Schik, 09.2011 / 11.2019
Taking care of all IT needs for this travel agency. They organize vacations for physically disabled people all over the world.

EDUCATION

Internet Management and Webdesign, 03.2013 / 04.2014
Bachelor Degree from the NCOI Institute in the Netherlands.

IT System Administration, 03.2010 / 06.2011
Associate Degree from ROC Middle Netherlands.

COURSES AND CERTIFICATIONS

Introduction to Psychology from Yale University, CCNA
Discovery 1 & 2, CCNA Exploration 2. Over 20 various other Tech and Marketing related courses from various vendors.

CONTACT

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PERSONAL SKILLS

- Empathy
- Teamwork
- Strategic Thinking
- Making people smile
- Teaching

PROFESSIONAL SKILLS

- Growth Tactics
- Clay, Snovio, Canva, etc
- HubSpot, GA, UA, Plausible
- Meta, Google, LinkedIn Ads
- GTM and PMF Strategies
- Social Media Management
- AgoraPulse, Metricool, etc
- ChatGPT, Claude, Gemini, etc
- Community Building
- Multichannel Outbound
- WordPress, Framer, Carrd
- In-Depth Tech Knowledge

LANGUAGE SKILLS

DUTCH	95%
ENGLISH	95%

REFERENCES

Joaquin Iglesias
Senior Content Engineer
Hack the Box
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Lorenzo Maggi
Head of Sales & Partnerships
Acks.io
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