

## **TIM H. PREISENHAMMER**

New York City - United States

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Tim is a German-American GTM professional with ten years of experience managing organizations through rapid growth, forming strategic partnerships, executing sales partnerships, and leading teams to achieve mission-driven goals.

### **EXPERIENCE**

**09/2024 - TODAY**

**FOUNDER, KINTRO, NEW YORK, U.S.**

*AI NATIVE GTM SYSTEMS*

- Building Kintro, an AI-native GTM agency focused on diagnosing revenue bottlenecks and designing scalable sales systems
- Designing and implementing enrichment, automation, and outbound workflows that improve speed, consistency, and quality in sales execution
- Translating complex GTM processes into durable systems and messaging that support enterprise sales and maintain precision as volume scales

**06/2023 - 08/2024**

**VP OF CARBON MARKETS, EION CARBON, PRINCETON, U.S.**

*AMERICAN CARBON REMOVAL FIRM*

- Developed Eion's carbon removal business model, including value proposition, product vision, and sales execution.
- Converted **\$43mm in sales** in 2023 and 2024, including a \$35mm deal with the Frontier syndicate (Google, Meta, McKinsey, JP Morgan, Shopify, Stripe, Salesforce; to be announced), a \$5mm deal with Microsoft ([link](#)), and the U.S. Department of Energy ([link](#)).
- Established strategic partnerships for market expansion with direct air capture and climate finance players.
- Created and tested new business models for insetting and sustainable aviation fuel to diversify revenue.

**03/2021 - 05/2023**

**HEAD OF COMMERCIALIZATION, CARBO CULTURE, NEW YORK, U.S.**

*FINNISH CARBON REMOVAL FIRM*

- P&L responsibility for the company's carbon credits business: **closed ~EUR 6mm carbon credit deals**. Examples: NextGen Consortium: BCG, SwissRe, UBS, Mitsubishi, Mitsui, South Pole ([link](#)); Rothschild Bank ([link](#)), Zendesk ([link](#)).
- Thought leadership through publishing articles ([example](#)), speaking at conferences, and leading webinars in the emerging carbon removal space.
- Hiring and managing technical product management and marketing employees.

**08/2016 - 09/2020**

**EXECUTIVE ACCOUNT MANAGER, CARBON LIGHTHOUSE, SAN FRANCISCO & NEW YORK**

*CLIMATE-TECH FIRM FOR COMMERCIAL REAL ESTATE*

- Delivered top-line revenue by independently negotiating agreements with an average size of \$300k contract value from first meeting to executed solution (e.g., Blackstone and Goldman Sachs)
- Drove continuous product improvements based on iterative testing, resulting in ~\$30k internal cost savings per deal.

**09/2015 - 03/2016**

**INTERN, GESELLSCHAFT FÜR INTERNATIONALE ZUSAMMENARBEIT (GIZ), BEIJING, CHINA**

*GERMAN GOVERNMENT ORGANIZATION FOR INTERNATIONAL DEVELOPMENT*

- Planned and executed workshops and trips of representatives from Chinese ministries to Germany
- Co-designed bid on €4.5M project on sustainable urbanization with the Chinese Ministry of Housing

## **EDUCATION**

**10/2014 - 09/2015**

**LONDON SCHOOL OF ECONOMICS AND POLITICAL SCIENCE (LSE), U.K.**

Master of Science in Environmental Policy and Regulation

- Analysis of international and local environmental policy with a focus on cities
- Thesis on policy developments for green spaces around London in the face of the housing crisis

**09/2011 - 09/2014**

**INTERNATIONAL SCHOOL OF MANAGEMENT, HAMBURG, GERMANY**

BACHELOR OF ARTS IN MARKETING AND COMMUNICATIONS

- Business curriculum with a focus on international marketing
- Exchange semester at City University, London, and summer school at Yale University, U.S.