

# Maximilian *Lehmann*

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7 yrs

BUILDING FAININ

Nov 2022

AI SINCE CHATGPT

€500k

RAISED PRE-SEED

9+

COMPETITIONS WON

PROFESSIONAL SUMMARY

Founder and managing director of fainin GmbH (Hamburg) with seven years of experience building a two-sided marketplace and white-label sharing communities for universities and corporates. Has used AI systems since the release of ChatGPT in November 2022 and Claude Code since its launch; today, four people and ten AI agents run fainin together. Experienced in agentic workflows with clear approval rules, B2B sales to corporates and universities, and winning grants and early funding.

PROFESSIONAL EXPERIENCE

## Founder & Managing Director

**fainin GmbH** (formerly Partiri), Hamburg · 2019 – present

- Started fainin in 2019 with the bachelor thesis and built it into a marketplace for renting and lending items (fainin.com) and a white-label product for closed sharing communities in organisations (2-SHARE).
- Designed the trust model: mandatory ID verification, insurance of up to €15,000 per transaction, payments through Stripe Connect.
- Grew the platform organically to more than 22,000 registered users. The 42% year-on-year growth in rentals is mainly carried by the agentic team.
- Moved to B2B about 12 months ago: communities for BASF Coatings, Tchibo, Sopra Steria, Bioscientia, Eine Welt Netz NRW, University of Hamburg, FU Berlin, CAU Kiel, ISM Hamburg and Impact Hub Hamburg.
- Reduced the team to four people (three founders and a Founders Associate) when fundraising became harder, and built ten AI agents around a shared, versioned knowledge base with clear approval rules.
- Raised about €500k pre-seed in total: more than €300k non-dilutive funding and grants (DBU, BMBF, beVisioneers, university grant, crowdfunding) and about €200k on top.

## Speaker, Workshop Facilitator & Expert Advisor

**Independent** · 2025 – present

- Panellist, speaker and Nature Room impulse-giver at InTent at Davos (January 2026) and on further stages across Europe.
- Workshop “Test your thesis. Automated.” for early-stage founders: from a testable thesis to a prototype and a no-cost outreach pipeline with Claude Code. Held in co-working spaces and at Impact Hub Hamburg.
- Hands-on AI trainings for teams and consulting on setting up agentic systems. Builds with Claude Code: Krempel, Mega.Talk, TYMBO, mietly.io.

AREAS OF EXPERTISE

- Claude Code
- AI agent systems
- Agentic workflow design
- AI training for teams
- Marketplaces
- Sharing economy
- B2B communities
- B2B software
- Branding & UI
- Bootstrapping startups
- Growth hacks
- Grant & seed funding
- Thesis validation
- Keynotes & workshops
- Gen Z & future of work

TOOLS & SKILLS

|           |                        |
|-----------|------------------------|
| AI        | Claude Code            |
| Build     | TypeScript, Vercel     |
| Design    | Figma, UML             |
| Marketing | Google Ads             |
| Work      | Google Workspace, Jira |

## AWARDS, FUNDING & RECOGNITION

- 2025 / 26**    **German Sustainability Award 2026, category Products**  
Awarded: 2-SHARE by fainin. Ceremony in Hamburg, 5 December 2025.
- JUNE 2026**    **Winner, UNPRME Students Innovation Studio**  
Final in Cairo, USD 15,000 seed grant.
- FELLOW**    **THE MERCEDES-BENZ FELLOWSHIP by beVisioneers**  
Fellowship programme for impact founders.
- 2024 – 25**    **BMBF funding “Social Innovations”**  
Project 2-share: sharing platforms for organisations.
- 2021 – 22**    **DBU Green Start-up Programme**  
Funding and accreditation for fainin.
- 2021**    **Make-It-Lean Contest and ISM Startup Competition**  
1st place in both with fainin, among 9+ startup competitions won in total.

## EDUCATION

**M.Sc. Business Informatics (not completed)**  
University of Hamburg · 2020 – 2025, ended in favour of fainin

**B.Sc. International Management**  
International School of Management · 2017 – 2020

**Semester abroad**  
Bilgi University, Istanbul · 2019

**Abitur**  
Herzog-Johann-Gymnasium · 2017, exchange year at Johnson Central High School, USA, 2014 – 15

## EARLIER EXPERIENCE

**Working student, Sales & Marketing**  
PLG Global · May 2019 – April 2021

## SELECTED STAGES

- InTent at Davos, Jan 2026    Techchill Riga 2025
- The Founder Summit 2026    Megathon 2026
- The Green Deal Show 2026    VDI
- Impact Hub Hamburg

## PRESS

- Galileo (ProSieben)    NDR    Forbes Austria
- Hamburger Abendblatt    RTL    Business Insider

## AVAILABLE AS EXPERT FOR

### Advisory calls

30 to 60 minutes on AI agent systems, marketplaces, founding and grant or seed funding.

### Consulting projects

Setting up an agentic system, from first process to running pilot, and AI trainings for teams.

### Research contributions

Expert interviews, surveys and panels, especially on Gen Z, AI and the labour market.

## LANGUAGES

- German: Native    English: Fluent    Turkish: Fluent
- French: Basic    Spanish: Basic    Ukrainian: Basic

## INTERESTS

- AI & agentic systems    Sharing economy
- Football & fitness    Biographies