David Jiajun Xu Zhang

Business Builder & Operator · COO at Sanzar · Founder of walfi.app

+34 640 654 205 | davidx1216x@gmail.com | linkedin.com/in/david-xu-b1142b1b9 | github.com/davidxuz1 | walfi.app MADRID, SPAIN

Entrepreneur with 4 years as COO of Sanzar, an early-stage deep-tech company: took the Sanzar360 Earth observation platform to **12 B2B clients** in five countries, organised the satellite attitude control (ADCS) programme from **TRL 2 to 6** at ESA BIC Madrid, contributed to **€1.9M+** in grants, tenders and contracts, and built the systems the company runs and sells on. Founded two products: Walfi (AI app for personal finance) and Claribi (AI for Power BI). Hands-on from product to clients, funding and operations.

PROFESSIONAL EXPERIENCE

Sanzar Group sanzar-group.com

SEPT 2022 - PRESENT · MADRID

Chief Operating Officer (COO)

Deep-tech company in AI Earth observation (downstream) and satellite attitude control (upstream).

- **Downstream, Sanzar360 (0 to 1):** led execution and launch of the B2B Earth observation platform, with in-house AI on satellite, IoT and weather data for agriculture, grain sourcing, fire risk and infrastructure. Owned development, go-to-market and accounts: 12 B2B clients in five countries.
- **Product ownership:** wrote PRDs (problem, success metrics, requirements, acceptance criteria) before each build and set quarterly OKRs; kept the backlog and ran sprints in Jira and GitHub, raising delivery to 90% of committed work. Personally validated each feature against the client's requirements.
- **Upstream, satellite ADCS:** organised the R&D programme (work packages, requirements, milestones, resources) for an ADCS with four VSCMGs in a patented configuration and in-house software, taken from TRL 2 to 6 at ESA BIC Madrid and validated on an air-bearing testbed in 2026.
- **Sanzar SIG, designed and built myself:** ISO 9001-aligned system running the company in 51 modules (projects and sprints, ADCS engineering, software releases on GitHub, sales and email, purchasing, quality, people), with controlled documents, versioned approvals, audit trail and every requirement linked to its tasks and tests. Cut the team's admin time by an estimated 40%. React, FastAPI, PostgreSQL, AWS; ~1,150 automated tests.
- **Client-facing tools:** shipped four tools wired into the SIG as one sales and onboarding funnel: lead questionnaires, sales decks with tracked per-recipient links, interactive product demos and self-serve trial sign-up with instant satellite analysis.
- **Website and brand:** rebuilt the corporate website (sanzar-group.com, live Oct 2026) in three languages, with ~58 blog articles per language and WCAG 2.2 AA accessibility.
- **Funding:** secured €1.9M+ in 2024-2026 through grants, public tenders and contracts (Eurostars, Horizon Europe, ESA and others), owning business cases, budgets, proposals and consortia.
- **Business development:** full cycle from prospecting and proposals to account management; 40+ collaborations with public bodies, companies, research centres and universities; cold B2B campaigns reached an 8% reply rate.
- **Running the company:** turned strategy into plans, KPIs, budgets and roadmaps; led recruitment, onboarding, resource planning and performance reviews, bridging business, product and engineering.
- **Representation:** clients, investors and institutions, including the Spanish Ministry of Agriculture, Harvard Innovation Lab and The Engine at MIT.

Walfi walfi.app

SEPT 2026 - PRESENT · MADRID

Founder

- **0 to 1:** AI personal finance app taken from idea to working app and 100 beta users, owning product, build, positioning and the Dec 2026 launch plan. Pre-launch, no revenue yet.
- **Product:** OCR import of bank statements, spending by category, a RAG chat about the user's own spending and a mode for Spanish *autónomos* built around their taxes.
- **Privacy by design:** the data lives in the user's own Google Sheets, so Walfi never stores financial records: the main differentiator.

Claribi claribi.ai

OCT 2025 - OCT 2026 · MADRID

Founder

- **Claribi Console:** web SaaS for Power BI developers, launched with paid plans: one-click report documentation, a RAG chat with the report's context to write and debug DAX, and prioritised fixes.
- **Privacy by design:** metadata only, works on report structure, DAX and Power Query, never on business data.

Montagen & Kabeltechnik

SEPT 2021 - AUG 2022 · BARCELONA

Electrical Systems Engineer

- Cut production costs by 30% through alternative designs and supplier optimisation across projects for 10+ simultaneous clients. Reworked ERP workflows, raising operational efficiency by 70%.
- Redesigned factory inspection and quality control: inspection time down 60% and failure rate down 28%, within industry quality requirements.

AREAS OF EXPERTISE

0 to 1 execution · Business development · Sales funnels · Go-to-market · Product ownership · Agile (Scrum) · R&D programmes · ISO 9001 · Funding · Budgeting

EDUCATION

Keio University (慶應義塾大学)
Tokyo · Sept 2024 - Feb 2025
Master's thesis: deformable 3D Gaussian splatting for endoscopic surgical video (InDeform3DGS)

Polytechnic University of Madrid
Madrid · Sept 2023 - June 2025
Master in Automation Engineering and Robotics

Polytechnic University of Madrid
Madrid · Sept 2022 - Feb 2025
Master in Industrial Engineering

Polytechnic University of Catalonia
Barcelona · Sept 2018 - June 2022
Bachelor's in Industrial Technologies Engineering. Thesis: DepthAI robot perception

ADVANCED COURSES IN EUROPE

POLITEHNICA Bucharest · Mar 2025
Augmented and Virtual Reality for Engineering

Czech Technical University in Prague · Mar 2024
3D Measuring Methods in Transportation

Delft University of Technology · Nov 2023
Automatic Control of Aerospace Systems

KU Leuven · Mar 2023
Soft Robotics

Mines Paris - PSL · Nov 2022
Operations Research in the Airline Industry

CERTIFICATIONS

Scrum Foundation (SFPC), CertiProf
Leadership Skills Programme, UPM
Introduction to Negotiation, Yale

TOOLS

Jira, Confluence, GitHub, Asana, Miro, Figma, HubSpot, Power BI · Python, FastAPI, React, PostgreSQL, AWS, Cloudflare, Stripe · Claude Code, Cursor

LANGUAGES

Spanish, Catalan, Chinese: native
English: advanced
Japanese, German, French: beginner