



Martynas Jokubauskas

Digital Business & Systems Architect

Contacts

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Key Skills

- AI & Automation Engineering
- Systems Architecture, Orchestration & Optimization
- Leadership & Collaboration
- Web & Martech Stack
- Video production
- Data & Lead Ops
- Business Strategy & Growth
- Digital Advertising
- Digital Products development & management
- Critical Thinking & Ethics
- Content & Communication
- Computer Hardware engineering

Highlights

Generated 300K+ B2B leads across multiple automated funnels, fueling high-value sales pipelines

Raised €500K in pre-seed funding and generated €250K in sales for an Irish tech startup (2017–2020)

2500+ hrs of processes automations, AI Agents build in the last 2 years

Built and sold a leading SEO company in Lithuania

Organized Lithuania's first four-day online webinar (1,700 viewers) and a 5,000-student live class in partnership with INFOBALT (2009-2011)

Founded 15+ digital brands and helped hundreds of companies build their online presence

Led remote teams across 5+ countries and cultures

Professional Summary

Digital business architect, entrepreneur, and AI/automation leader with over 25 years of experience launching and scaling online ventures. Passionate about applying AI to real-world business problems and creating digital ecosystems that integrate tools, people, and processes. Skilled at identifying B2B audience needs, developing data-driven strategies, producing engaging content, and leading cross-functional teams. Over the last two years invested 2,500+ hours in intelligent process automation workflows and custom AI Assistants and Agents building. Raised pre-seed funding for multiple ventures and built 15+ brands across four jurisdictions.

I integrate tools, data, and people into friction-free digital systems — so businesses stop surviving on busywork and start compounding real growth.

Professional Experience

AI Masters Agency - Founder & CEO

Nov 2023 – Present (UK/Spain/Worldwide)

- Founded boutique agency delivering custom AI/LLM solutions for corporates and startups.
- Designed intelligent automation workflows (2,500+ hours) to streamline creative and repetitive processes. Developed inbound and outbound AI-Caller.
- Created podcast AI Masters Voice.

FutureNautic - Founder

Feb 2023 – Nov 2023 (Spain/Worldwide)

- Launched niche agency boosting demand for marine businesses and marine tech startups.
- Created videos with industry innovation leaders.

Aery Advisors - Project & Marketing Manager

Jul 2018 – April 2025 (Switzerland/USA – Remote)

- Managed development of venture finance digital products and online education for tech founders; attracted 25K+ leads via video funnels and advertising.
- Coordinated budgets and timelines for webinars and courses.
- Advised founders on fundraising and venture finance from marketing perspective.

INTERNET IDEAS PUBLISHING Limited - Founder, COO, CEO

Aug 2017 – Feb 2020 (Ireland/Spain/Lithuania/Croatia/Poland - Remote)

- Raised €500 K in pre-seed capital (Angel); Scaled the company from concept to revenue; Closed €250 K in product sales within the first 24 months, extending runway without additional dilution.
- Engineered the full digital ecosystem (Business and Marketing processes automations, Data analytics, Video production, Digital distribution, Partnerships, etc.) to support global subscriptions and info-product sales.
- Managed day-to-day ops as COO, then CEO: handled finance, legal, cross-functional sprints, remotely managed 20 people team across 5 countries.
- Got recognition by famous edtech platform Kajabi (US) and got a partnership.
- Optimized Digital Products creation and distribution process from 6 months to 2 weeks.

Languages

- Lithuanian – native/bilingual
- English – full professional proficiency
- Russian – mid level
- Spanish – basic
- German - basic

Daily Tools

- Main LLMs platforms & CoPilots
- Local AI Stack (Ollama, LM Studio)
- Slack / WhatsApp / Zoom / Discord
- N8N / Zapier / Make
- Go High-Level (GHL)
- Postgres / NocoDB / Infinity
- Lucidchart
- Google Workplace / MS Office 365
- Adobe Suite / Canva
- Docker
- Manic Time

Related Links

- [Jokub.com](https://jokub.com)
- AiMastersCaller.com
- AiMastersAutomations.com
- AiMastersVoice.com
- Futurenautic.com

Professional Experience (continued)

Remarketingas.lt - Founder & Marketing Manager

Nov 2011 – June 2017 (Lithuania)

- Founded intelligent online advertising agency specializing in Google Display, AdWords and remarketing.
- Provided campaign strategy creation, execution and administration, including website audits and business plans.
- Target Audiences (ICPs) portraits creation.
- Audiences tracking across Meta, Google, X, LinkedIn and other platforms.

INTERNET IDEAS LTD - Founder & CEO

Jul 2006 – Present (UK)

- Built and managed agency for intelligent online projects (web development, digital marketing and product strategy).
- Created 15+ digital brands (three sold) and assisted hundreds of companies.
- Organised Lithuania's first major online webinar (1,700 viewers) and a live class (5,000 students) in partnership with INFOBALT Association.

SEOTyrimai.lt - Founder

Sep 2008 – May 2013 (Lithuania)

- Established leading SEO company in Lithuania.
- Put 30+ companies in the leader position for main keywords on Google Search.
- Brand was sold in 2013.

„WEB Akademija“, VšĮ - Founder & Projects Manager

Sep 2008 – Feb 2010 (Lithuania)

- Organized monthly physical web professionals gathering.
- Created largest Digital Business educational video archive at that time in Lithuania.

Tele2 - Freelance Intranet developer

2001 – 2008 (Lithuania)

- Developed and managed WEB sales tool that was used by all sales points in the Lithuania.
- Integrated data flows between 5 different digital systems (including government and international partners).

City Sky, UAB - Co-Founder & General Manager

2002 – 2004 (Lithuania)

- Web projects development, sales.

Education

- Various AI/Data/Automations course (2023-2025, Online)
- Various Digital Marketing and Digital Business courses (2018-2025, Worldwide)
- Story Guild - Storytelling & Marketing (2017–2018 Warsaw, Poland)
- Tado Vidmanto vasaros kino mokykla (2015)
- Spy 4 Profit (2015)
- Simpleology.com black belt (2009-2014)
- Mobile Apps Marketing – App Academy (2012)
- Traffic Secrets (2008 - 2009)
- Bachelor of IT Systems Engineering
Vilnius Gediminas Technical University (2004–2006)
- Bachelor of Computer Hardware
Vilnius College of Higher Education (2001–2004)