

Mario Lock

IT & AI CONSULTANT · SOFTWARE ARCHITECT · MANAGING DIRECTOR

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PROFILE

I implement AI, build software and run infrastructure — backed by 20+ years of operational leadership across logistics, hospitality, film production, my own company and an accounting firm. I ran businesses before I digitized them, which is why the systems I build survive everyday use — not slides that shine. Focus on data ownership, the EU AI Act and GDPR from day one.

SKILLS

TECHNOLOGY & AI

- AI implementation (LLM, RAG, agents, MCP)
- Software architecture
- Next.js
- TypeScript
- Python
- PostgreSQL
- Automation
- IT security (2FA, SSO, RBAC)
- Docker & Traefik
- Linux
- AI compliance (EU AI Act, GDPR)

LEADERSHIP & OPERATIONS

- Operational leadership
- Digital transformation
- Logistics & procurement
- Team & project management
- Client relationships
- Process optimization

EXPERIENCE

Independent IT & AI Consultant & Software Developer

since 2024

Mario Lock — Berlin

- Implementation of AI systems (LLM, RAG, agents, MCP), software architecture, automation, IT security and server infrastructure — from analysis to ongoing operation.
- Built and running in production: **StebOS** (operating system for an accounting firm, 120+ clients), **moviecar.de** (B2B rental platform), partner portals and self-hosted server infrastructure (Docker/Traefik, 25+ containers across two servers).
- Data-ownership by design: own servers, open formats, documented exports; AI self-hosted where needed instead of at US providers.

Managing Director (employed)

since April 2024

Stebex Accounting GmbH — Berlin

- Operational leadership, team of up to 10; standardized and digitized the entire firm.
- Raised billable productivity from **44% to 74%** — with self-built software (StebOS).
- Introduced automated digital processes, end-to-end reporting and BI dashboards with meaningful KPIs via StebOS; **significantly reduced outstanding receivables**.

Remote projects (self-employed)

Nov 2023 — Jan 2024

Accra, Kumasi & Koforidua — Ghana

- Web development, design and accounting for German and Ghanaian clients — fully remote, under changing conditions.

Picture Vehicle Coordinator

Feb 2022 — Mar 2023

UFA Fiction GmbH — Berlin, Hamburg, Sylt, Amrum

- Vehicle and boat logistics for the series "Helgoland 513": procurement, rental, purchase orders and coordination under shooting-schedule pressure.

Founder & Managing Director

2017 — 2025

OCC Oldies & Classic Cars GmbH — Berlin

- 100+ vehicles for media productions; built the booking system, CRM and automated workflows from scratch, migration to Google Workspace.
- Fleet and logistics management; led drivers, a mechanic and office staff.

Senior Event Manager

Jul 2016 – Aug 2017

Blacklane GmbH — Berlin

- VIP chauffeur logistics for major events such as the G20 Summit; coordination of complex, large-scale operations.

Operations Manager & Assistant to General Management

Oct 2015 – Jun 2016

Libassa Ecolodge — Monrovia, Liberia

- Hotel operations in West Africa with responsibility for staff, payroll and procurement.

Division Leader Distribution Partners & Partnership Manager

Nov 2012 – Sep 2015

Blacklane GmbH — Berlin

- Built distribution channels and managed the regional fleet in the scale-up.

Product Consultant

Mar – Nov 2012

Apple Distribution International — Cork, Ireland

- Software user-acceptance testing and product quality; built B2C customer relationships.

Dispatcher, Agent & Manager

Dec 2005 – Feb 2012

United Limousines AG — Berlin, Frankfurt, Munich

- Worldwide chauffeur logistics (DE/EN), billing and quality assurance; services for the 2006 FIFA World Cup, the 2008 POTUS visit and the Munich Security Conference. Interim management of the Munich branch.

Interpreter (German ↔ English)

Jan – Nov 2005

US Army — Hohenfels

- Interpreting during deployment preparation and contributing to intercultural training programs.

Compulsory military service & voluntary extension

Jan 2001 – Jul 2002

German Bundeswehr — Germany / Kosovo & North Macedonia

- Logistics unit on the NATO mission KFOR; basic and specialized training.

EDUCATION

Social sciences studies (not completed)

2002 – 2004

Humboldt-Universität zu Berlin — Sociology & Political Science

LANGUAGES

German (native) · English (fluent)