

Andrés Sullivan

Operator & Company Builder | General management · Innovation · Applied AI

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Operator and company builder with 16 years of experience, the last nine founding and running companies in consulting, real estate, e-commerce and AI. Builds organizations and technology from scratch and runs them: hiring, P&L, operations, product, and board and investor reporting. Co-founder of Enso Spaces, which now generates over €10M a year. Has built AI products since 2022, from retail pilots to agent systems. Clients include major banks, insurers and retailers in Spain and Latin America, and a corporation with €3B in revenue.

Languages
Spanish (native)
English (native)

Nationality
Spanish and American (dual)

Core skills
General management
P&L and budget ownership
Building and scaling teams
Operations and processes
Board and investor reporting
Business development
Innovation and venture building
Product development
AI and automation
Digital transformation

Career highlights

0 to 22 employees in one year
and €0 to €500k in revenue in eight months, without outside funding (The Q-Studio).

Co-founded Enso Spaces:
€1M raised at a €10M valuation and €0 to €150k in monthly recurring revenue. The company now generates over €10M a year.

Five ventures launched in 12 months
on a shared operating structure, with €800k in combined first-year revenue (QS Ventures).

AI products since 2022:
autonomous-store retail pilots (TheCUBE), an AI-agent marketplace and voice agents (QS Ventures), and an anti-fraud ticketing system built for autonomous-agent operations (flip.codes).

Professional experience

2024–Present

QS Ventures | Co-Founder & CEO

Holding company that builds and operates ventures in consulting, e-commerce, media and AI: Beacon Partners (behavioral economics), Beatgolf (golf platform), Agent-Place (AI-agent marketplace), Off.Tv (outdoor-sports OTT), Divina.Machina (voice agents) and flip.codes (anti-fraud ticketing credentials).

- Launched five ventures in the first year on a shared operating structure: €800k in combined revenue and €150k in equity funding across three of them.
- Built the core team from 0 to 9 employees and set up shared processes for the portfolio companies.
- Launched Beacon Partners, a behavioral economics consultancy serving leading banks, retailers and insurers in Spain and Latin America.
- Designed and built flip.codes with AI coding agents: a rotating cryptographic credential protocol against ticketing fraud, its backend and field-test tooling, and an operations layer of 21 autonomous-agent routines with a daily human review loop.
- Leading the restructuring of a portfolio company: debt restructuring, appointment of an interim CEO and a first-year plan with quarterly milestones and KPIs.

2023–2024

The Q-Studio | CEO

Consulting and digital services studio.

- Built the company from scratch: €0 to €500k in revenue within eight months, without outside funding.
- Hired and led a team that grew from 0 to 22 employees in the first year.
- Delivered four complete products to market in six months.
- Negotiated a multi-million-euro investment commitment to open an innovation hub in central Barcelona; wound the company down in 2024 when the funding was not honored.

2022

TheCUBE | Innovation Project Manager

- Led two corporate engagements, including a 14-country e-business study and roadmap for a company with €3B in annual revenue.
- Managed a cross-functional team of 14 specialists in e-commerce, logistics and software development.
- Built AI-in-retail pilots, producing MVPs for two autonomous-store concepts.

2019–2022

Enso Spaces | Chief Innovation Officer, Co-Founder & Board Member

- Founding team member: raised €1M at a €10M valuation and grew the company from €0 to €150k in monthly recurring revenue. It now generates over €10M a year.
- Led innovation: long-term strategy, real estate investment strategy, process optimization, investor relations, new business development and digitalization.
- Worked with the CEO and COO to execute the business plan.

Earlier career

2019–2020

Enzyme Advising Group | Senior Consultant

Led teams of 5–8 on client strategy and new-product projects, managed budgets of up to €300k and was responsible for sales. Also sales strategist for an Enzyme spin-off.

2017–2019

Creivo | Founder & CCO

Founded a software and events agency and ran project teams of 3 to 60 people, with responsibility for budget, product and delivery. Took Omniverse, a mobile app for streaming to all of a user's social media accounts, to MVP with a letter of intent for €600k in committed staff resources (FTEs); closed when third-party APIs were cut off.

2018–2019

TheHop by Estrella Galicia | Research & Analysis

Helped design the agile working methods of the startup accelerator.

2018

NewVideo | Event Manager & Director of Business Development

Ran the NewVideo Congress, three events in Madrid, Barcelona and Málaga with more than 1,500 attendees and 200 executives from major companies. Led ticket sales, speakers and sponsorship.

2010–2017

Dreams & Adventures | Event Coordinator to Senior Project Manager

Promoted twice in seven years in corporate team-building events in the Madrid area. As Senior Project Manager, reported to the CEO and led teams of up to 40, with budget, safety and insurance responsibility.