

FRÉDÉRIC LAMBRECHTS

Interim AI & GTM Systems Lead



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PROFILE

I help MedTech and B2B technology teams collect scattered market, customer and operational context into knowledge databases and graphs, then turn it into AI agents, automation workflows and GTM intelligence systems. Available for selected 4-12 week interim and fractional missions via Flamanco.

CORE CAPABILITIES

AI context systems & knowledge graphs

Entity models, source collection, context engineering, knowledge databases/graphs, market/customer memory.

Full-stack AI product development

Web apps, APIs, data models, UX workflows, Next.js/React, Claude/OpenAI APIs, MCP, evals.

GTM Intelligence / SuperSwift

ICP/segment maps, competitor and market intelligence, KOL/stakeholder graphs, account plans, LinkedIn/blog/job signals.

Automation & agentic workflows

Python extraction and enrichment pipelines, n8n/Make, multi-API workflows, dashboards, content/outreach operations.

SELECTED PROOF

€4.2M

raised as Osimis founder

45+

hospitals reached in Europe

ISO13485

regulated QMS implemented

15

person team built and led

EDUCATION & LANGUAGES

- AI engineering: Claude Agent SDK, AI agents, context engineering, Claude/OpenAI APIs, evals and monitoring.
- Full-stack development bootcamp, Le Wagon Brussels.
- Master in Business Administration, ICHEC Brussels.
- Dutch and French native; English full professional; German professional.

EXPERIENCE

**2024
PRESENT**

Interim AI & GTM Systems Lead

FLAMANCO · LIÈGE

Building practical AI systems for MedTech and technology teams: context collection, knowledge graphs, automation and GTM intelligence workflows.

- Lead hands-on AI and automation work across portfolio companies including Robovision, Nuclivision, ANA Healthcare and Aardex.
- Build full-stack workflows for data extraction, content generation, AI-powered outreach and go-to-market analysis.
- Developed SuperSwift, a MedTech GTM intelligence platform turning competitor, KOL, market and signal data into a reusable knowledge graph.
- Demoed SuperSwift and practical AI workflows to IntMeDA distributors.
- Advise leadership teams on AI adoption, translating strategy into deployed workflows and decision-ready context.

**2022
2024**

Chief Business Development Officer

OSIMIS · LIÈGE

Led commercial scale and strategic partnerships for an AI medical imaging distribution platform ranked top 3 in Europe.

- Built strategic partnerships with 10+ AI algorithm providers.
- Expanded adoption from 12 to 45+ hospitals across Europe.
- Developed data-driven customer insights and marketing automation, reducing customer acquisition cost by 40%.
- Led marketing, sales operations and commercial programs across European healthcare markets.

**2015
2022**

Chief Executive Officer & Founder

OSIMIS · LIÈGE

Founded and scaled a regulated AI medical imaging platform from zero.

- Raised €4.2 million, scaled the platform to €0.6 million ARR, and built a 15-person team.
- Implemented ISO13485 quality management and obtained CE certification for medical imaging devices.
- Built investor, partner and hospital relationships while integrating AI into regulated clinical workflows.

**2006
2015**

Management Consultant

INDEPENDENT · FRONT CONSULTING · ACCENTURE

Led complex transformation, governance, business analysis and change programs in private banking.

- Roles included BNPP IP Asset Management, Deutsche Bank Private Banking, Petercam, ING and Fortis.
- Built durable foundations in process optimization, multi-stakeholder governance and project portfolio management.