ISSUE 24
OCTOBER 2026

THE EUROPEAN COMMUNITY MAGAZINE

DMKTRIBE.COM

DMK TRIBE

LISBON · BARCELONA · MILAN · PARIS · VALENCIA · CASCAIS

MAGAZINE



Human, *by design.*

Why the intelligence stays human, and what to build around it.

INSIDE THIS ISSUE

PARIS
Hum(a)in Design Principles
Nicolas Palazzo

LISBON
LinkedIn as a Sales Engine
Olga Kirillova

LISBON
Financial Systems for Humans
Luna Nhu

BARCELONA
Beyond ChatGPT
Yann Klein

PEOPLE — IDEAS — CITIES — COMMUNITY

FROM THE FOUNDER

Human, *by design.*

Welcome to Issue 24, and to a new chapter for DMK Tribe Magazine. Having celebrated our third anniversary last month, we felt it was the right moment to give the magazine a look that matches what this community has become: more than 9,000 professionals across Lisbon, Barcelona, Milan, Paris, Valencia and Cascais.

Looking back at September, one idea kept appearing in every room. Luna showed us that money becomes calmer when we design systems instead of relying on willpower. Olga and Teodora reminded us that LinkedIn works best when it starts from trust and speaks to real people. Yann took us beyond ChatGPT, and Nicolas asked the question we should all keep close: what happens to what we build with AI if the AI disappears tomorrow?

Different topics, the same answer. Technology can amplify us, but the intelligence, the judgement and the relationships stay human. That is also what DMK Tribe is about: people helping people grow, one conversation at a time.

None of this happens without the people and places behind it. Thank you to our speakers; to our strategic partners, LACS and Doppler; to Betahaus, Randstad Box, Le Wagon, MOB, CAVO Rooftop and Europa Café, for opening their doors to us; to our city leaders, Daniel, Sara, Roberto, Natalia and Paula; to our hosts; to Daniela and Jazzie, and to Brayan, who capture every moment; and above all, to our members, who make every evening worth it.

Enjoy the issue, share the pages that inspire you, and come say hello at the next event.



Jhamile Abuabara

FOUNDER, DMK TRIBE

"People helping people grow, one conversation at a time."

IN THIS ISSUE

Contents.

01 THE TRIBE

04 About Us
More than a community

06 After the Talk
Networking & coworking

07 Upcoming Events
What's next, city by city

08 Featured Event: Confidently Wrong
Gustavo Burnier · Web Summit week

02 THE PEOPLE

09 The Team
The people behind the Tribe

10 Meet the Team
Brayan Miranda, behind the lens

03 THE IDEAS

12 Financial Systems for Humans
Luna Nhu · Lisbon

14 LinkedIn as a Sales Engine
Olga Kirillova · Lisbon

18 Beyond ChatGPT
Yann Klein · Barcelona

22 The 5 Secrets of a Client Magnet
Teodora Valentino · Milan

26 The Intelligence Stays Human
Nicolas Palazzo · Paris

04 THE SCENE & ECOSYSTEM

17 Venue Partners
LACS, Betahaus, Europa Café, Randstad Box, CAVO, MOB

28 Valencia
Veneno House

29 Le Wagon
Community partner spotlight

30 Strategic Allies

31 Companies Shaping the Ecosystem
Our company directory

33 Voices of the Tribe
Our speaker directory

ABOUT US

More than *a community.*

An international ecosystem of connection and growth, across six European cities.



BARCELONA · Betahaus × Le Wagon · September 2026



LISBON · LACS Conde de Óbidos - Sept 9



LISBON · LACS Conde de Óbidos - Sept 23



VALENCIA · Veneno House



MILAN · Randstad Box

9,000+	6	200+	100+
MEMBERS	CITIES	EVENTS	SPEAKERS

Every month, the same promise in every city: come for the talk, stay for the people.

WHO WE ARE

Turning a new city into *a strategic advantage.*

DMK Tribe is more than a community. It is an international ecosystem that brings together marketers, creatives, entrepreneurs and curious minds across borders, and transforms the isolation that often comes with moving to a new country into a strategic advantage.

In every city, we create spaces where learning, collaboration and genuine human connection fuel both personal and professional growth: events, networking sessions, coworking days, talks and hands-on workshops.

OUR VALUES

01 *Love*

02 *Caring*

03 *Serving*

04 *Learning*

05 *Inclusion*

These values shape a community that feels like family: a place where authentic relationships open real opportunities, and where every member contributes to a culture of generosity, growth and belonging.

WHAT WE DO

- Networking *Sessions*
- Coworking *Days*
- Expert *Talks*
- Hands-on *Workshops*

TOPICS WE EXPLORE

- DIGITAL MARKETING
- PERSONAL BRANDING
- CONTENT CREATION
- ARTIFICIAL INTELLIGENCE
- ENTREPRENEURSHIP

OUR CITIES

LISBON — Jhamile Abuabara

BARCELONA — Daniel Puentes

MILAN — Sara Viterbi

PARIS — Natalia Palacios

VALENCIA — Paula Barragán

CASCAIS — Jhamile Abuabara

Find your Tribe *in your city.*

JOIN AT DMKTRIBE.COM →

BEYOND THE TALKS

After the talk, *the Tribe.*



LISBON · GOLDEN HOUR AT CAVO ROOFTOP.



LISBON · Coworking Day at LACS



BARCELONA · Networking at Europa Café

The talk is where it starts. The real connections happen right after.

Every month, DMK Tribe also meets without slides: coworking days, rooftops at sunset, long dinners and open conversations where new arrivals become friends, collaborators and, sometimes, business partners. This is the part of the community that no agenda can fully capture.

WHAT'S NEXT

Upcoming *events.*

Talks, workshops, coworking days and networking evenings, every month across six European cities. Scan the code to see the full calendar and save your spot.

SCAN FOR THE FULL CALENDAR

01
Lisbon

02
Barcelona

03
Milan

04
Paris

05
Valencia

06
Cascais

Join 9,000+ professionals across Europe.

Want to sponsor *an event?*

Put your brand in front of marketers, founders and creatives in six cities.

CONTACT@DMKTRIBE.COM →

FEATURED EVENT · WEB SUMMIT WEEK

Confidently *Wrong.*

Cognitive surrender: how AI can quietly take over your thinking.



WEDNESDAY, NOV 11, 2026 · 7:00–9:00 PM
LACS ANJOS · RUA FEBO MONIZ 27B, LISBON
HOSTED BY DMK TRIBE · DURING WEB SUMMIT

Your AI assistant is fast, fluent and never says "I'm not sure." That's exactly the problem. New Wharton research shows that people follow AI advice even when it's wrong, and feel more confident doing it. We'll look at what researchers call "cognitive surrender", why it hits marketing hard (but reaches every function), and the simple habits that keep you the author of your own decisions, not just the editor of the machine's.

ABOUT THE SPEAKER

Gustavo Burnier

CRO & CMO · SUPERVISORY BOARD, FAIRPHONE

135% revenue growth in two years at Usercentrics

60 AI agents deployed across GoodHabitz

35,000 hours saved with AI

Gustavo is a CRO and CMO who has scaled B2B and B2C companies through growth, turnaround and transformation. At Usercentrics, he grew revenue 135% in two years and reached profitability ahead of plan. At GoodHabitz, he deployed 60 AI agents across the business, saving 35,000 hours.

He came up through marketing and went on to run the full revenue engine: brand, demand generation, sales, customer success and RevOps. He advises PE- and VC-backed scale-ups and sits on the Supervisory Board of Fairphone.

LACS

HOSTED BY DMK TRIBE · VENUE PARTNER LACS

Save your spot: scan to RSVP on Meetup.

RSVP →

THE TEAM

The people behind *the Tribe.*

The leaders, ambassadors and hosts who make every DMK Tribe evening happen, city by city.



FOUNDER

Jhamile Abuabara

Founder of DMK Tribe
Community Leader & Strategist

LINKEDIN ↗

CITY LEADERS & AMBASSADORS



BARCELONA · SPAIN

Daniel Puentes

Barcelona Lead & Spain Expansion Ambassador



ITALY

Roberto "Popy" Nardini

Expansion Ambassador, Italy



MILAN

Sara Viterbi

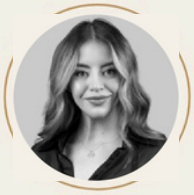
Leader, DMK Tribe Milan



PARIS

Natalia Palacios

Leader, DMK Tribe Paris



VALENCIA

Paula Barragán

Leader, DMK Tribe Valencia

HOSTS & TEAM



LISBON

Celia Sgar

Host, Lisbon



LISBON

Daniela Cuervo

Host, Lisbon



BARCELONA

Jazzie Newton

Host, Barcelona



MILAN

Michele Munarin

Milan Team



MILAN

Michele Bet

Milan Team



DMK TRIBE

Brayan Miranda

Social Media Manager

Build the Tribe *with us.*

Want to host, lead or help grow DMK Tribe in your city? We'd love to hear from you.

JOIN OUR TEAM →

MEET THE TEAM.
THE STORYTELLER
BEHIND OUR FEED.

Behind *the lens.*

BRAYAN MIRANDA

SOCIAL MEDIA MANAGER & CONTENT STRATEGIST
DMK TRIBE

If you've seen a DMK Tribe photo, there's a good chance he took it.

MEET THE TEAM

Translating complexity into *clarity, creativity and impact.*

Brayan is a Global Marketing Manager with more than ten years of experience designing and executing end-to-end go-to-market strategies that drive growth in the tech industry. At DMK Tribe, he brings that same discipline to our social channels and content, turning every event into stories the community wants to share.

His career has taken him through the American Chamber of Commerce, Air Charter Service and IBM, where he worked at the intersection of content creation, product and field marketing, and sales: turning complex value propositions into compelling narratives, enabling partner ecosystems and scaling initiatives across global markets. He also co-created an in-house agency at IBM Consulting.

MEASURABLE IMPACT

570+
MQLs generated with a strategic partner

80+
SQLs from Data & AI campaigns

€1.7M+
sponsorship budgets managed

150+
partner-led events

160+
global enablement sessions

200+
sales enablement assets

RECOGNITION

7x recognised
by senior leadership and executive teams at IBM for excellence in delivery, creativity, performance and business impact.

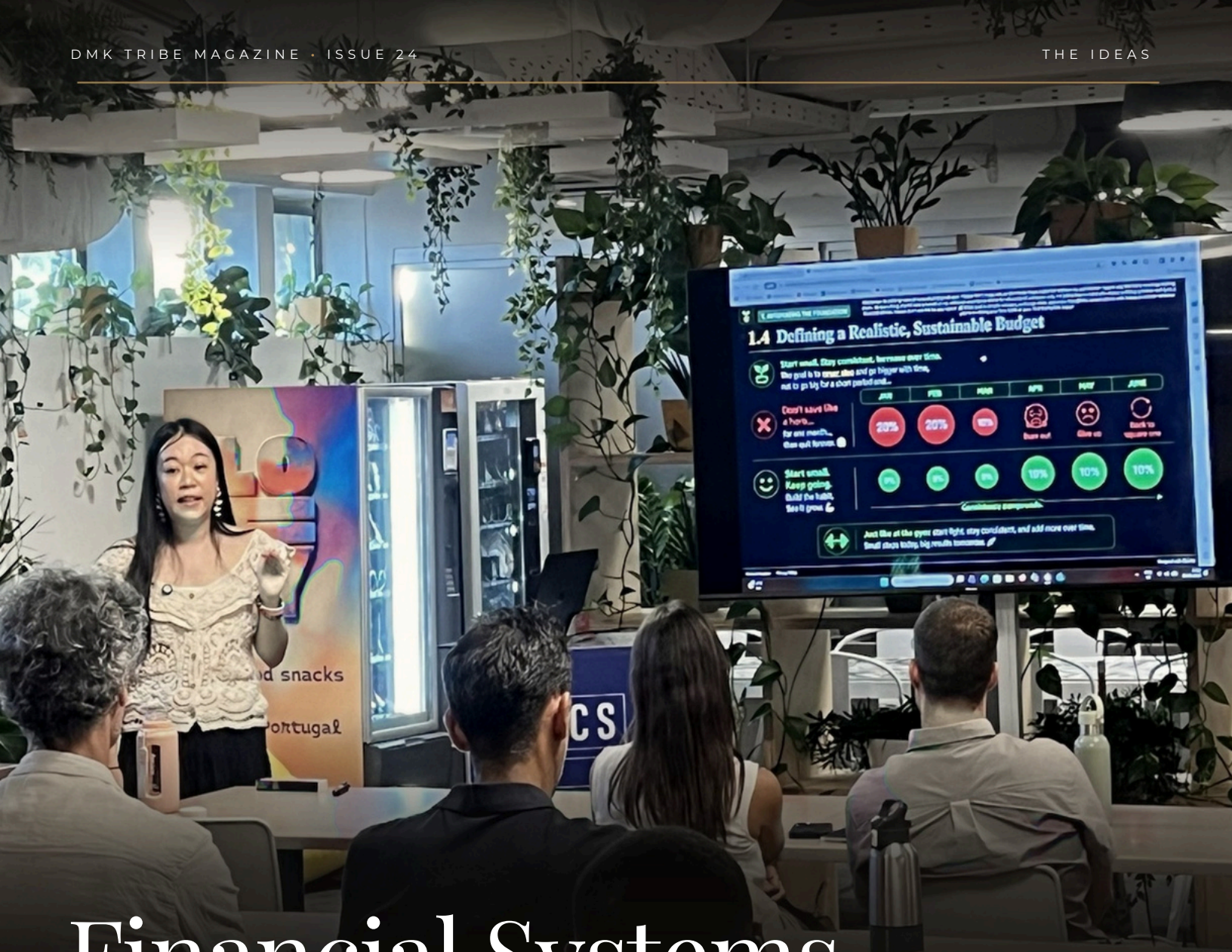
#1 Top Performer
in the commercial team at the American Chamber of Commerce, for productivity, innovation and professional excellence.

PARTNER ECOSYSTEMS

AWS · MICROSOFT · SALESFORCE · ORACLE · IBM

"Clarity, creativity and commercial impact have always been my drive."

CONNECT WITH BRAYAN
LINKEDIN ↗



Financial Systems *for Humans.*

Clarity, autonomy and peace of mind.

LUNA NHU

FINANCE NERD & SYSTEMS BUILDER
IN ALLIANCE WITH TRADITIONAL FINANCIAL INVESTING LISBON

LESS WILLPOWER. BETTER SYSTEMS. MORE PEACE OF MIND.

Luna Nhu shared the personal system she built to take the drama out of money: understand your numbers first, optimise second, automate last. A talk about money that was really about design, and about making good decisions once so you don't have to keep making them every month.

THE BIG IDEA

Willpower is unreliable. Systems are *repeatable.*

Most people treat personal finance as a test of discipline. Luna treats it as a design problem. Her starting point is simple: before you change anything, look at six months of real transactions, not one. A single month lies, because annual subscriptions, holidays and insurance payments distort it.

From there, the order matters: understand first, optimise second, automate last. Pay off expensive debt (anything above 7%), build an emergency fund of three to six months of living expenses, and set a budget you can actually keep. The 50/30/20 rule is a guide, not a law.

Then automation does the heavy lifting: salary lands on day 25, transfers run on day 26, and investments buy themselves a few days later. Money needed within five years stays safe; money for later goes into a handful of "boring" ETFs, bought and held.

Test your automation with €5 first. Once everything works, set it and forget it.

LUNA NHU



DMK TRIBE LISBON · LACS CONDE DE ÓBIDOS · SEPT 9, 2026

KEY TAKEAWAYS

01

Look back before you plan.

Use a six-month average of your real spending as your baseline.

02

Start small, stay consistent.

5% saved every month beats 20% for one month and then quitting.

03

Automate on payday.

Salary, savings and investments move on fixed dates. Test with €5 first.

04

Map it and share it.

Document every account and tell a trusted person where to find it.

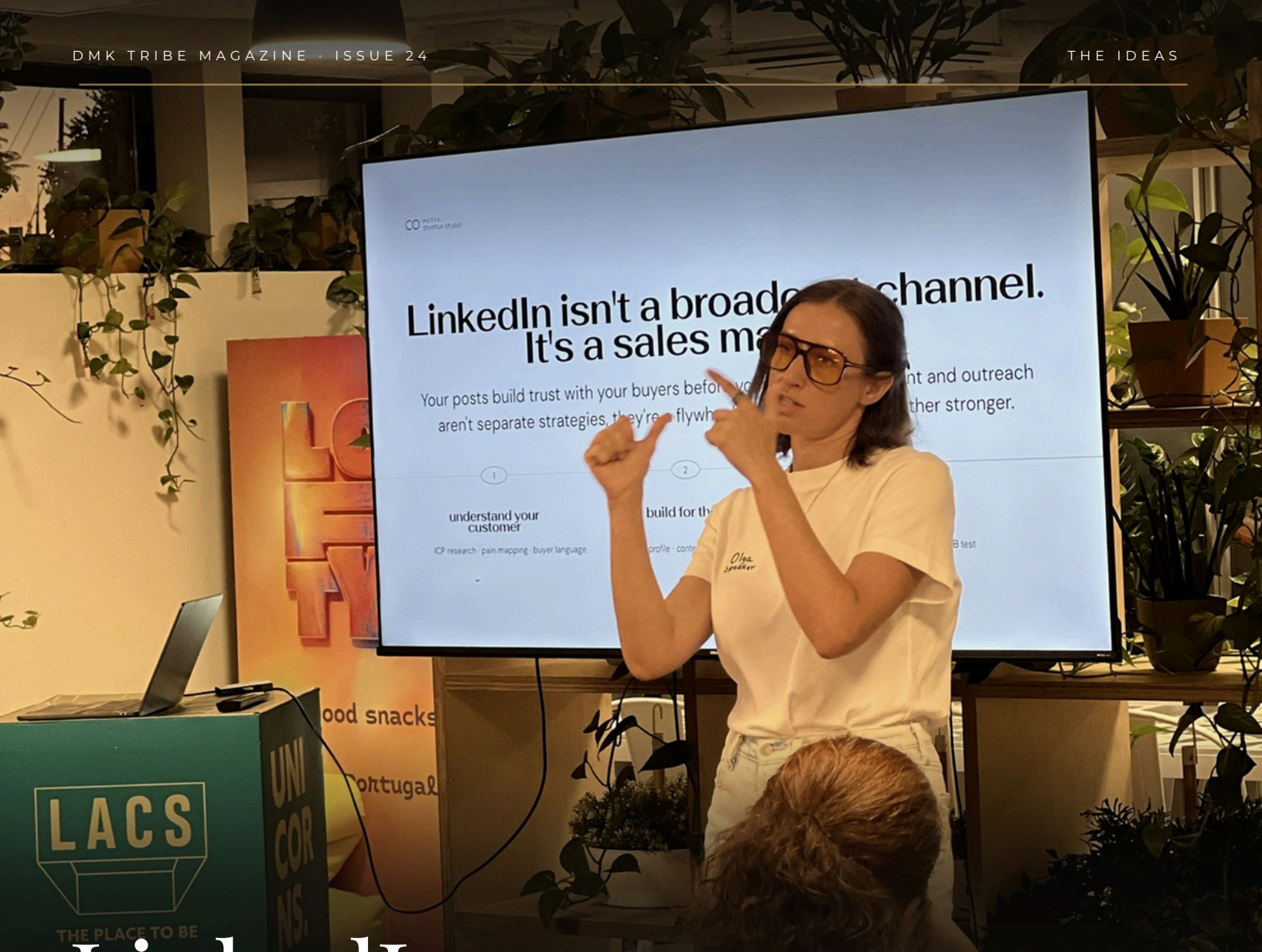
"An emergency fund is for unexpected needs, not expected wants."



TRY THIS WEEK

Download your last six months of bank transactions and calculate your real monthly average. That number is your new starting point.

CONNECT WITH LUNA
LINKEDIN ↗



LinkedIn as a *Sales Engine.*

Turn your personal brand into a pipeline.

OLGA KIRILLOVA

CEO @ METTA · CO-FOUNDER, RENT-A-COFOUNDER

LINKEDIN → PERSONAL BRAND → SALES PIPELINE

TRUST FIRST. THEN THE DM. THEN THE DEAL.

Olga Kirillova showed how founders and consultants selling high-price, complex services can turn LinkedIn into a predictable source of clients. Her answer is neither posting more nor sending more messages: it is making content and outreach work together, so every DM lands on someone who already trusts you.

THE BIG IDEA

LinkedIn isn't a broadcast channel. It's a *sales machine.*

The numbers explain the focus: 130M+ decision-makers and 14M+ C-suite executives are on LinkedIn, 75% of B2B buyers use social media to inform purchases, and personal profiles get 8x more engagement than company pages.

Yet most people use only half of it. Content alone creates visibility but rarely starts conversations; enterprise buyers can follow you for months without booking a call. Outreach alone starts every message from zero, with no trust layer. Together they compound: posts warm up the DM, and the DM amplifies the content.

It starts with knowing your buyer: problems, attempted solutions, objections and the exact language they use. Then build for them: an optimised profile, authority content with good storytelling, and short DMs. Identify yourself, give a hook, bridge the relevance, close softly: “Worth a chat?”

Content and outreach aren't separate strategies. They're a flywheel. Each one makes the other stronger.

OLGA KIRILLOVA



DMK TRIBE LISBON · LACS CONDE DE ÓBIDOS · SEPT 23, 2026

KEY TAKEAWAYS

01

Know your two buyers.

The champion replies to your DMs. The decision-maker signs, and needs to feel safe.

02

Your profile is a landing page.

Banner, headline, About, Featured: every section should speak to your ICP.

03

Sell the next step only.

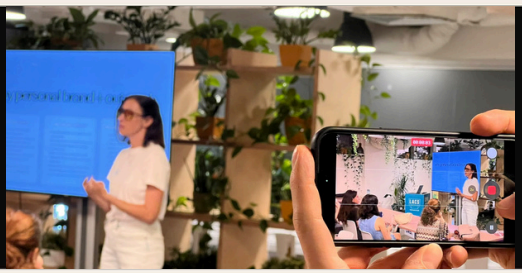
The request sells the connection. The message sells the conversation.

04

Follow up with new angles.

Most replies come after touch 2 or 3. A profile view is a warm lead: act within 48 hours.

“Generic gets ignored. Relevant gets replied to.”

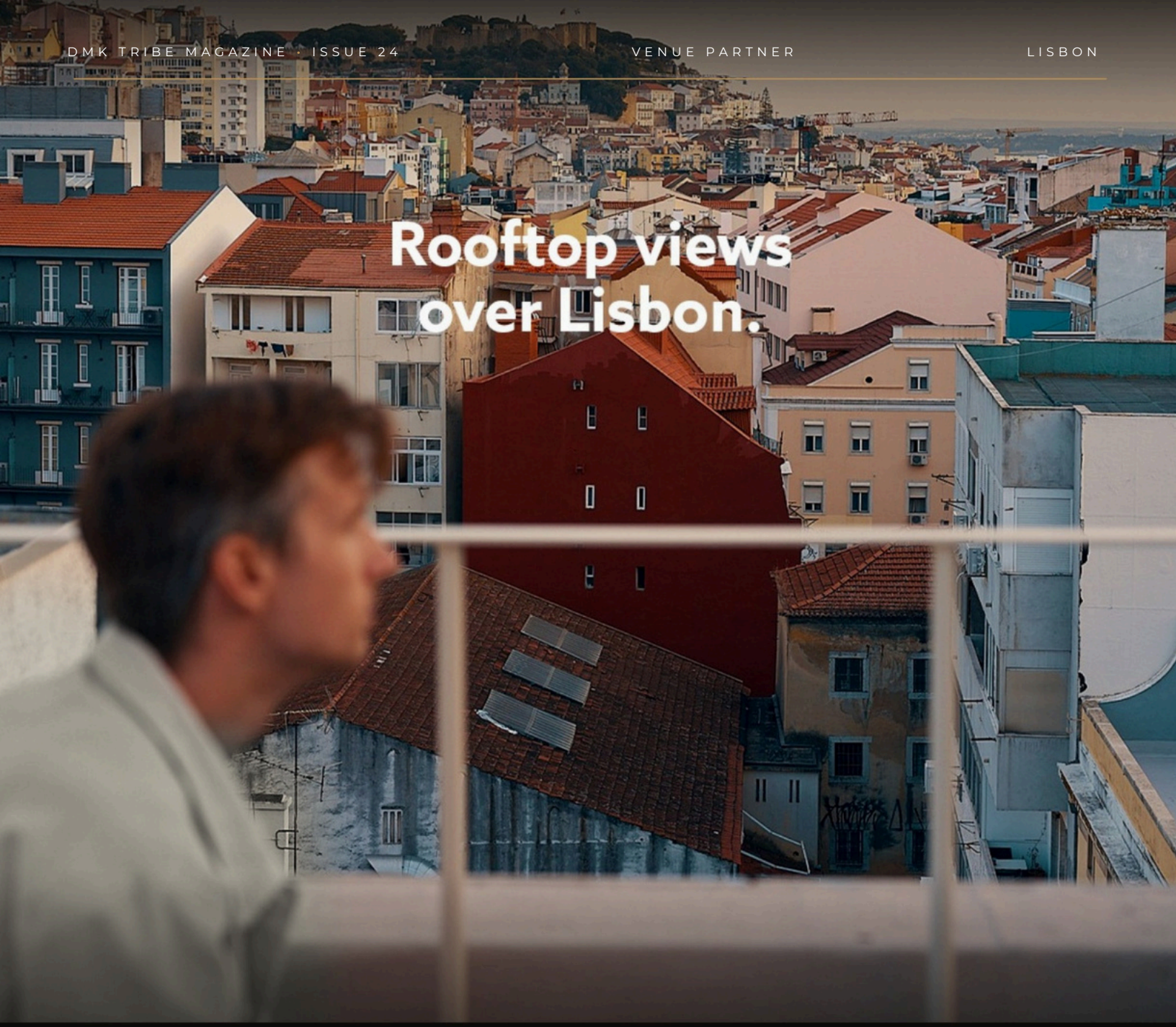


TRY THIS WEEK

Look at who viewed your profile or liked your posts this week. Pick three decision-makers and send each a short, relevant message within 48 hours.

CONNECT WITH OLGA
LINKEDIN ↗


LACS
LACS
LACS
THE PLACE TO BE
info@lacs.pt



VENUE PARTNER LISBON · CASCAIS · PORTO

Where the city hums outside, *your focus blooms inside.*

LACS is leading the future of offices and coworking spaces in Portugal, with iconic locations in Lisbon, Cascais and Porto. It has become the preferred choice for creators, innovators and visionaries who want more than a place to work: a space to grow, collaborate and transform the world around them.

DISCOVER LACS →

LACS.PT
INFO@LACS.PT

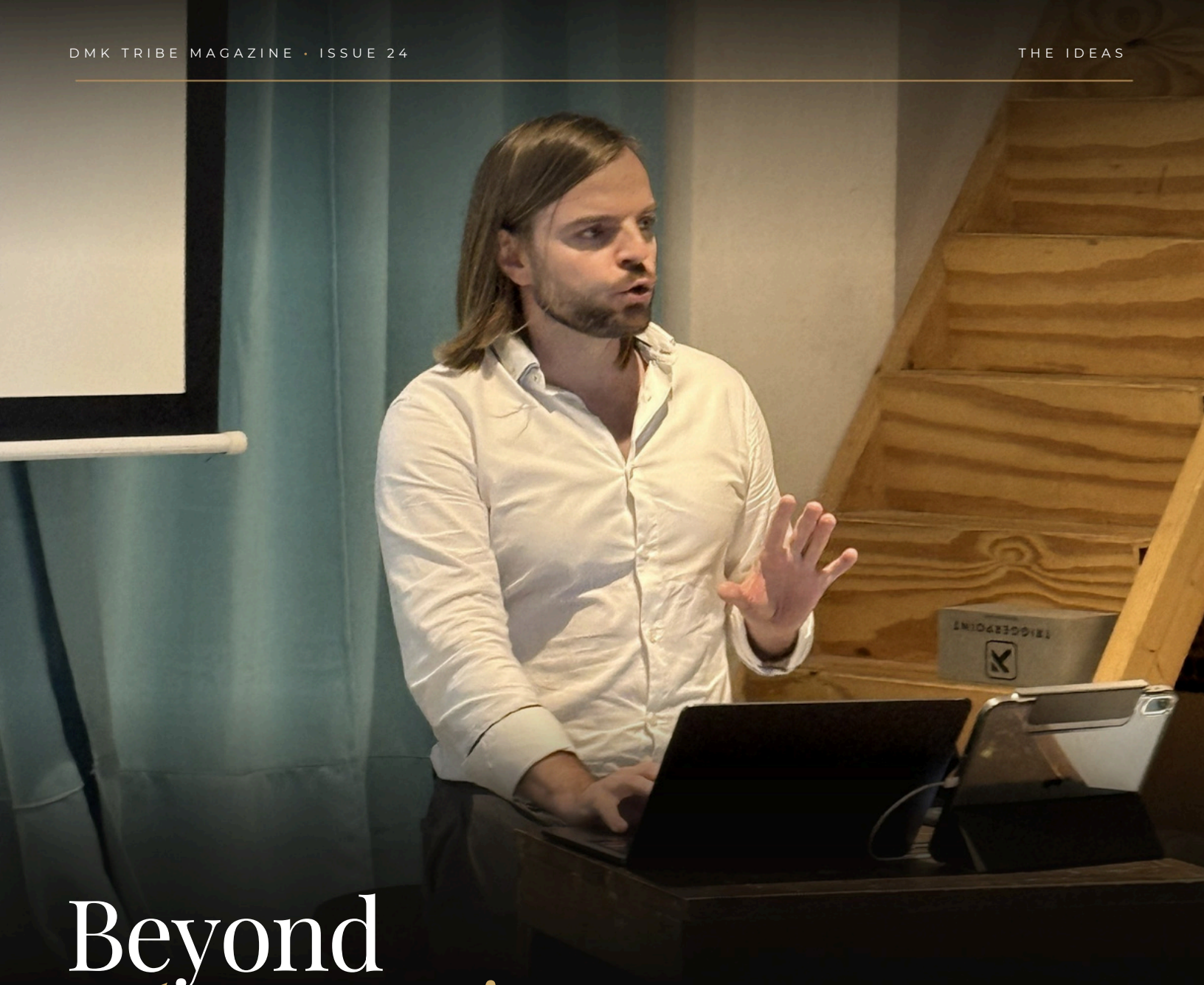
LACS

ROOFTOP VIEWS

FLEXIBLE OFFICES

COWORKING

EVENTS



Beyond *ChatGPT.*

Three game-changing ways to use AI at work.

YANN KLEIN

AI & TECH EDUCATOR

IN ALLIANCE WITH LE WAGON BARCELONA

FROM CHAT TO WORKFLOW.
FROM HYPE TO PRODUCTIVITY.

In a free hands-on workshop co-hosted with Le Wagon at betahaus Barcelona, Yann Klein showed a full room how professionals are using AI to boost productivity, automate tasks and make smarter decisions. No technical background needed: three levels, from beginner to advanced, built live on screen.

THE BIG IDEA

AI is more than *just ChatGPT.*

ChatGPT has changed a lot of workflows, but switching back and forth on a repetitive task is still inefficient. Few people have harnessed AI beyond the chat window, and that fluency is quickly becoming what sets professionals apart.

Yann's session moved in three steps. First, from conversational AI to AI workflows: connecting ChatGPT with Make to automate a common task, built live with a real inbox. Second, from generative to predictive AI: asking questions of your data without learning SQL or Python. Specialised tools like Julius.ai pioneered this, but Yann argued they are quickly being overtaken by frontier models, and showed the same use case live with Claude.

Third, a glimpse into agentic AI with Claude Code integrated into VS Code: agents that turn plain-English instructions into actions, with the ability to plan, execute and reflect critically on what they did. The goal was never more tools; it was turning hype into productivity.

We all love ChatGPT. But switching back and forth on a repetitive task can be inefficient.

YANN KLEIN



DMK TRIBE BARCELONA · BETAHAUS × LE WAGON · SEPT 29, 2026

KEY TAKEAWAYS

01

Stop copy-pasting.

Connect ChatGPT to your tools with Make and let a workflow do the repetitive part.

02

Ask your data in plain English.

Frontier models like Claude now let anyone query and analyse data, no SQL needed.

03

Meet the agents.

With Claude Code in VS Code, agents plan, act and reflect on their own work.

04

Hype into productivity.

Pick one task you repeat every week and automate it before adding a new tool.

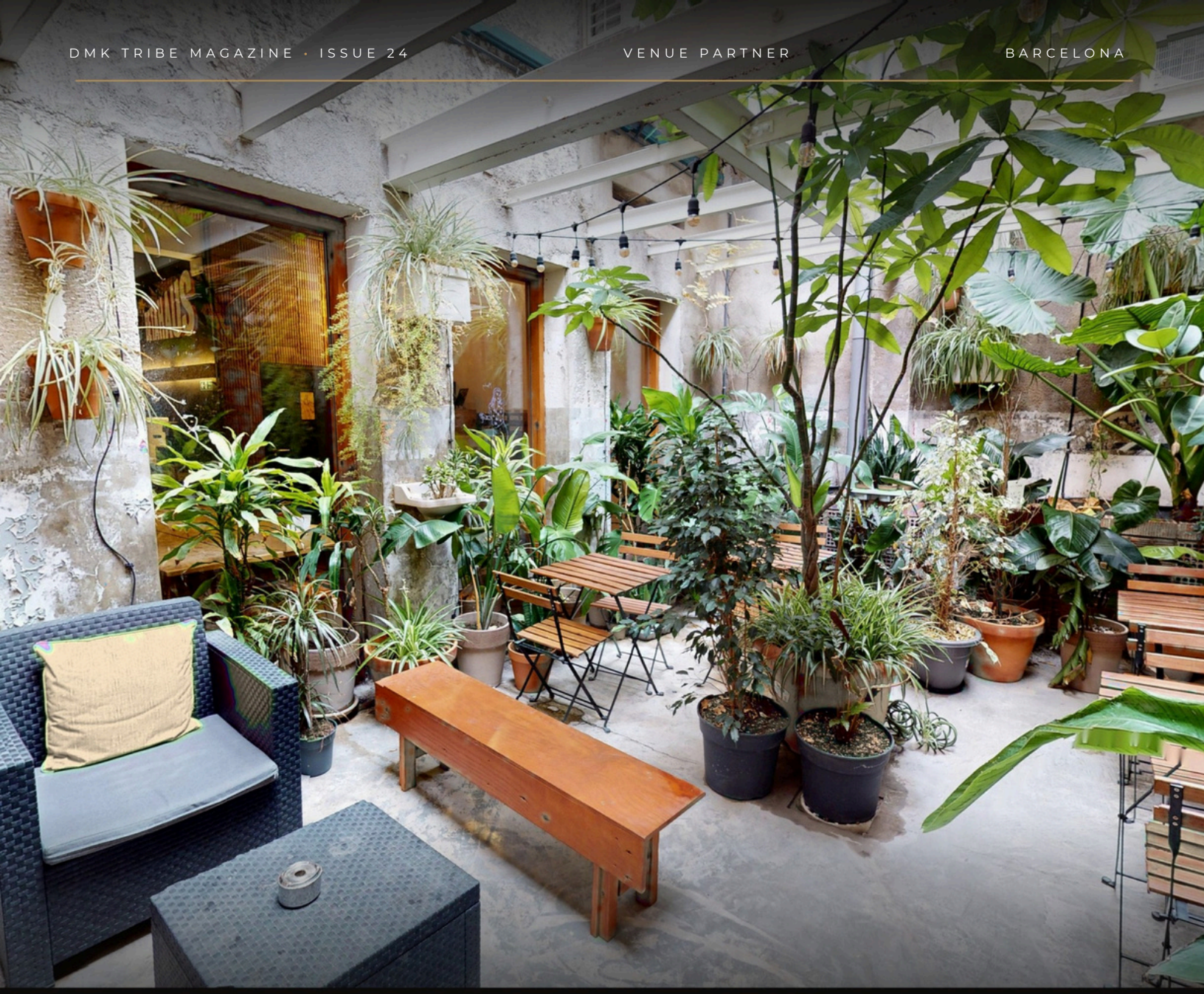
"Agents can plan, execute and reflect on their actions."



TRY THIS WEEK

Try NotebookLM on your own documents, or ChatGPT's Deep Research for a multi-step research task you would normally do by hand.

CONNECT WITH YANN
LINKEDIN ↗



VENUE PARTNER BARCELONA · GRÀCIA

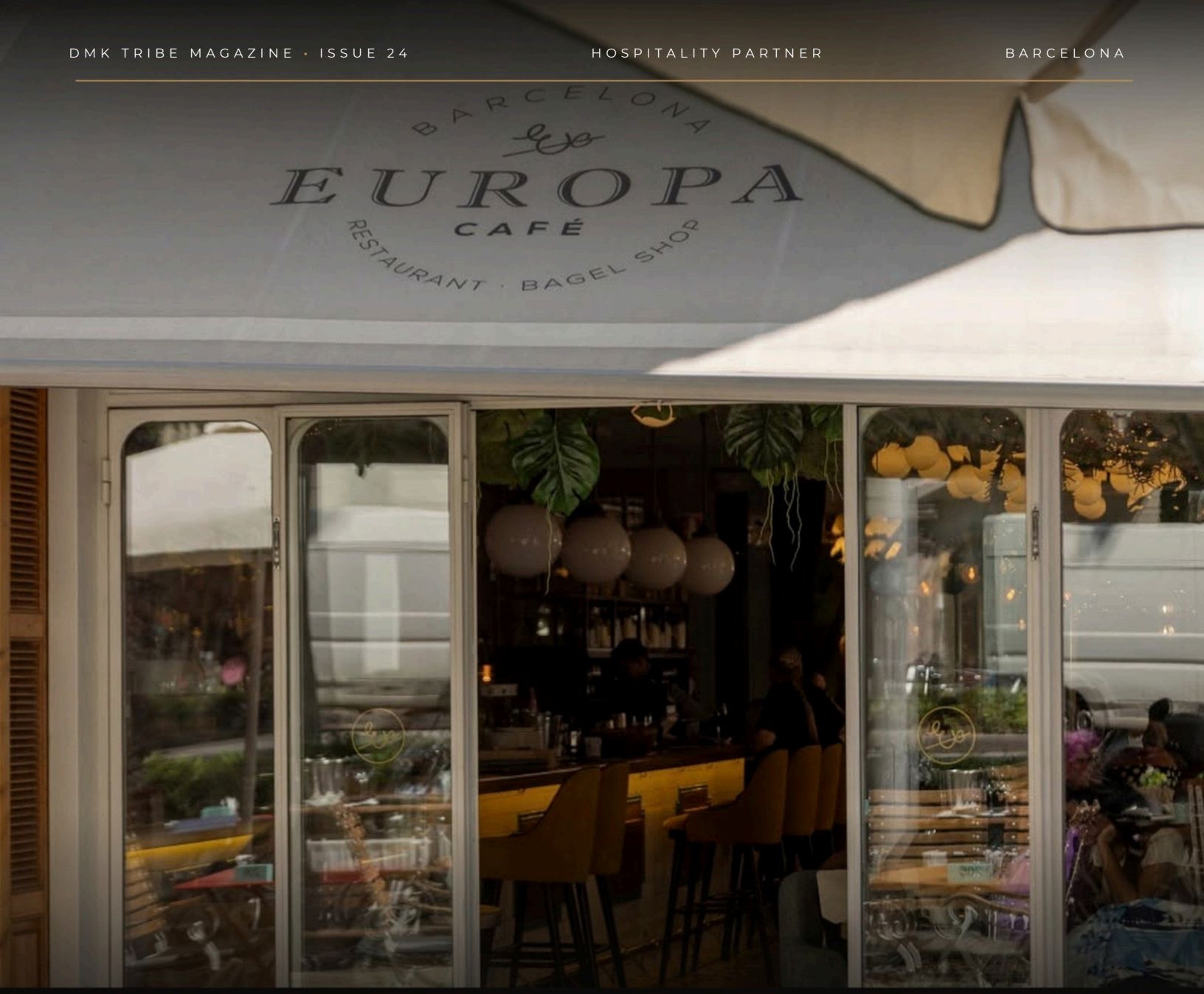
Where great talent meets *the future of work.*

betahaus | Barcelona is not just a coworking space for creative minds. It is a six-storey home in the heart of Gràcia, with over 2,000 m² and six terraces. From a former factory to home for 1,000+ amazing profiles, with hybrid and fully flexible plans for remote workers, freelancers and companies.

DISCOVER BETAHAUS → BETAHAUS.ES

betahaus | BARCELONA

- 2,000 M²
- 6 TERRACES
- 1,000+ PROFILES
- FLEXIBLE PLANS



HOSPITALITY PARTNER BARCELONA

A Barcelona table *for good conversations.*

Restaurant and bagel shop in Barcelona, and a warm meeting point for the DMK Tribe community before and after our sessions.

VISIT EUROPA CAFÉ →

EUROPACAFERESTAURANT.COM

BARCELONA EUROPA CAFÉ RESTAURANT · BAGEL SHOP

RESTAURANT

BAGEL SHOP

BARCELONA

MEETUPS



The 5 Secrets *of a Client Magnet.*

A client-attracting LinkedIn profile.

TEODORA VALENTINO

PERSONAL BRANDING & LINKEDIN CONSULTANT
FOUNDER, THE LINKEDIN LADIES CLUB

**SEVEN SECONDS. ONE PROFILE.
ONE CLEAR NEXT STEP.**

With 17 years in marketing and more than 150 clients served, Teodora Valentino walked the Milan community through five simple, strategic changes that turn a LinkedIn profile from a static CV into a client magnet. Her own starting point was honest: a fear of visibility, and the decision to build a profile that works even when she isn't posting.

THE BIG IDEA

Your profile is not a CV. It's a *landing page.*

LinkedIn has 1.3 billion users, yet only about 1% post at least once a week. And a prospect needs just seven seconds to decide whether to stay on your profile or leave. A CV talks about you; a landing page talks to your client, speaks to their pain and drives one specific action.

Teodora's five secrets follow that logic: a visual identity that builds trust at first glance, copy that converts, a Featured section used as free ad space, a personalised button that turns a cold visitor into a booked call, and social proof that works as an invisible sales team.

The About section should be a story arc, not a bio: hook, empathy, credibility, method, call to action. Only the first two lines show before "see more", so open with their problem, never your credentials. Specific, client-facing language also trains LinkedIn's AI to show you to the right people.

Before anyone reads a single word, they have already decided whether to trust you.

TEODORA VALENTINO



DMK TRIBE MILAN · RANDSTAD BOX · SEPT 30, 2026

KEY TAKEAWAYS

01

Pass the 7-second test.

Photo and banner decide trust before anyone reads a word. If your banner needs explaining, redesign it.

02

Talk to them, not about you.

Headline formula: what you do + who you do it for + the result they get.

03

Use your Featured section.

Free ad slots: your freebie, your calendar, your offer, each with a custom thumbnail.

04

Let proof do the selling.

Recommendations and experience written as Context, Action, Result.

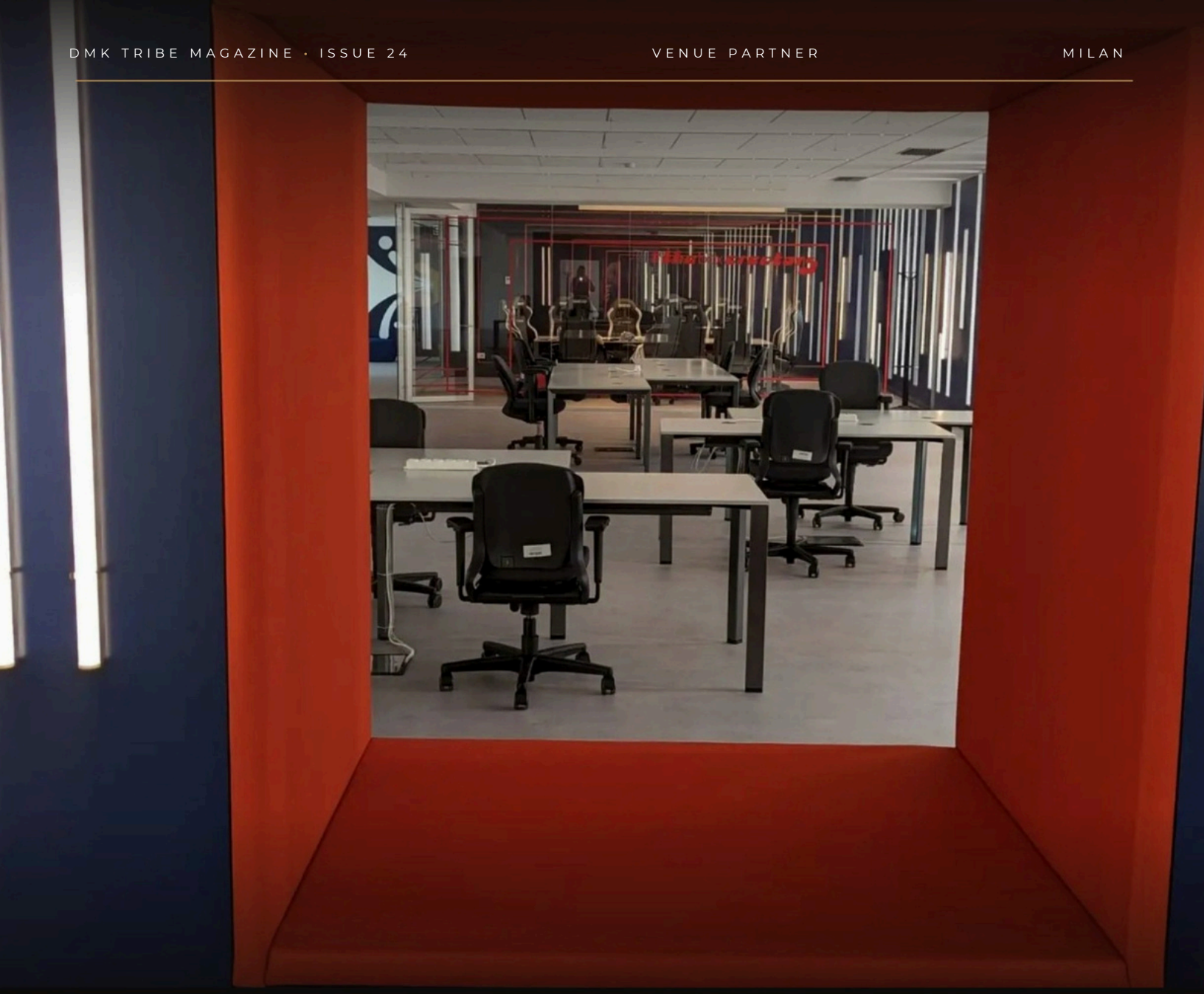
"If your banner needs explanation, redesign it."



TRY THIS WEEK

Rewrite your headline with her formula: what you do, who you do it for and the result they get, using the exact words your ideal client searches for.

CONNECT WITH TEODORA
LINKEDIN ↗



VENUE PARTNER MILAN

Learn, grow and explore *the world of work.*

Randstad Box Milano is a coworking space where you can learn, grow and explore the world of work, all within a lively environment filled with events, culture and networking.

DISCOVER RANDSTAD BOX → RANDSTADBOX.IT

randstad box

COWORKING

EVENTS

CULTURE

NETWORKING



HOSPITALITY PARTNER LISBON · ROOFTOP

Evenings with a view, *conversations that stay.*

CAVO Rooftop opens its terrace to the DMK Tribe community: open sky, river views and the kind of golden-hour setting where networking feels effortless.

VISIT CAVO →

CAVOROOFTOP.PT

CAVO® ROOFTOP

ROOFTOP

RIVER VIEWS

SUNSET SESSIONS

NETWORKING

BUILT WITH AI.
OWNED BY
HUMANS.

MEMBER CONTRIBUTION
DMK TRIBE PARIS

The intelligence stays *human.*



NICOLAS PALAZZO
PRODUCT MANAGER · AI DISCOVERY · PRODUCT BUILDER
PARIS · LINKEDIN ↗

Hum(a)in Design Principles: What happens to what we build with AI the day that AI is gone, changed or too expensive?

I have been working on one question: what happens to what we build with AI the day that AI is gone, changed or too expensive? Hum(a)in Design Principles is my answer. It fits in one line: the intelligence remains human, and the artificial part is optional and removable.

HOW IT STARTED

At a former employer, we got AI licences and were asked to use AI for everything, with no clear framework. The safety advice was to write good prompts, double-check the output and use AI only in areas you master. Nobody talked about the risks to human agency. I fell for the speed and could not explain everything I had done. The principles came from fixing that.

> *"The intelligence remains human. The artificial part is optional and removable."*

HOW I APPLY IT

I wrote this article with AI as a tool, using my rules, samples of my voice and a humanizer skill. Most of the content is mine; the AI corrected grammar, suggested structure and challenged what I wrote. I also built Mirror, a local open-source tool that reads my Claude Code, Codex and Cursor logs and holds my next message for a check after a run with no pushback.

Running level 1 on my portfolio showed two gaps: the README did not say where the site lives, and not all my passwords were in a password manager. I fixed both before publishing. I have not applied the fourth principle yet, because I do not run agents of my own.

THE FRAMEWORK

Four principles, *inspired by Dieter Rams.*

01

Build it, own it.

People should be able to understand, fix and use a product with or without AI. Write a plain-language README and a short decision log, and keep accounts, backups and history in your name. If someone who did not build it can explain it, change it and undo the change, you own it.

02

/loop, make me wiser.

Working with AI should teach the human something and increase their agency. The name nods to Anish Acharya's "/loop, make me happier".

03

Pack it, carry it.

A product should not depend on one AI provider, and it should still do something useful with AI switched off. Keep rules, prompts and project files in plain files any tool or developer can open.

04

Lend it, take it back.

When AI acts for us, we hand over part of our agency. Every permission needs a human owner, an end date and a way to undo it. An agent gets its own account and keys, never yours, and asks before anything irreversible.

HOW FAR SHOULD YOU GO

Four levels, picked at the start of a project and raised as soon as other people rely on it.

0	1	2	3
Throwaway	*Personal*	*Shared*	*High stakes*
Needs nothing.	A backup, a short README, accounts in your name.	Team, clients or public: full checklist and an explain-it-back check.	Money, personal data or livelihoods: a takeover test and a human on call.

TWO CHECKS & A SAFEGUARD

Explain it back.
Five minutes, alone, AI closed: say what the project does and where the data lives.

The takeover test.
Someone who did not build it gets only the files and the README, runs it, makes one change and undoes it.

A human on call.
An expert you can pay for a few hours, who runs the takeover test once a year.

INSIDE THE KIT

An **18-item checklist**, each item marked with the level from which it applies, built around four questions: can someone understand it, do you own it, can it survive without one AI company, and what can it do on its own?

Plus **11 rules** to paste into your CLAUDE.md, AGENTS.md or Cursor rules. The whole toolkit is one downloadable Markdown file.

THE OPEN QUESTION

How do you know when to learn a task, and when to delegate it?

READ THE FULL ARTICLE
& DOWNLOAD THE TOOLKIT
NICOLASPALAZZO.COM

Valencia.

SAME CURIOSITY.
DIFFERENT CITY.
ONE TRIBE.



THE SCENE · DMK TRIBE VALENCIA

Where conversations keep going long after the talk.

SEPT 16, 2026 · VENENO HOUSE · LED BY PAULA BARRAGÁN

Every DMK Tribe evening ends the same way: around a table, with new names saved in our phones. Thank you, Valencia, for showing up, sharing and staying curious, and thank you, Paula, for bringing the Tribe together at Veneno House.

COMMUNITY PARTNER · BARCELONA

AI & Data *Automation.*

le wagon

A 5-day immersive course for professionals who want to automate repetitive, data-heavy tasks using APIs, AI workflows, data pipelines and autonomous agents.

Participants build five live automations and finish with a production-ready system solving a real business challenge.

FORMAT	Full-time, Monday to Friday, 9 am to 6 pm, in English
TOPICS	Make, n8n, OpenAI, data cleaning and enrichment, AI workflows, autonomous agents, monitoring and GDPR compliance
FOR	Marketing and Revenue Ops, Sales, founders, Finance, HR, Operations, Customer Support and Customer Success professionals
OUTCOME	A deployable automation, a pitch deck and a demo video

Automate the work. *Keep the thinking.*

LE WAGON × DMK TRIBE · LEWAGON.COM

SCAN TO APPLY

ECOSYSTEM PARTNERS

Our strategic *allies.*

The spaces and platforms that make every DMK Tribe evening possible, city by city.

VENUE PARTNER

LACS

LISBON · CASCAIS · PORTO

LACS

Leading the future of offices and coworking in Portugal, with iconic locations in Lisbon, Cascais and Porto. The preferred choice for creators, innovators and visionaries who want more than a place to work: a space to grow, collaborate and transform the world around them.

LACS.PT ↗

TECHNOLOGY PARTNER

DOPPLER

EMAIL MARKETING PLATFORM

Doppler

Doppler is an email marketing platform that helps businesses create campaigns, automate communication, and grow through simple, effective tools.

FROMDOPPLER.COM ↗

VENUE & HOSPITALITY ALLIES

betahaus BARCELONA

BARCELONA

BETAHAUS.ES ↗

Betahaus

randstad box

MILAN

Randstad Box

RANDSTADBOX.IT ↗

CAVO ROOFTOP

LISBON

CAVO Rooftop

CAVOROOFTOP.PT ↗

BARCELONA EUROPA CAFÉ

BARCELONA

Europa Café

EUROPACAFE ↗

M( )B

VENUE PARTNER · BARCELONA

MOB, *Makers of Barcelona*

Coworking spaces that feel like home, a community to grow with, and the skills to match every ambition. Proud host of DMK Tribe Barcelona sessions at MOB Bailén.

MOB-BARCELONA.COM ↗

Become a strategic *ally.*

Reach 9,000+ marketing professionals across Lisbon, Barcelona, Milan, Paris, Valencia and Cascais.

CONTACT@DMKTRIBE.COM →

COMPANY DIRECTORY

Companies shaping *the ecosystem.*

Businesses from our community building what's next in marketing, AI and growth.

BRAND STORYTELLING

Miratorie

Content worth sharing starts with stories worth telling.

Marketing consulting company based in Lisbon, building distinctive brands in real estate, hospitality & lifestyle.

MIRATORIE ↗

AI SEO

Search Attention

Content built for the AI search era.

Helps brands create content that ranks in AI-powered engines (Gemini, Claude, Perplexity and OpenAI), where the next generation of buyers searches.

SEARCHATTENTION.COM ↗

DIGITAL TRANSFORMATION

EnFuse Solutions

Digital transformation, built to scale.

Helps enterprises transition to digital-first operations through intelligent, outcome-driven services across tech, operations and customer experience.

ENFUSE-SOLUTIONS.COM ↗

B2B OPERATIONS

Vendor Manager Hub

Supplier accountability, fully automated.

Simplifies vendor performance management: fewer escalations, better visibility and accountability at scale.

VENDORMANAGERHUB.COM ↗

BUSINESS HUB · LATAM & EUROPE

Little Connexions

Where the right connections drive global growth.

A business hub connecting technology companies, consultancies and business services across LATAM and Europe.

LITTLECONNEXIONS.COM ↗

GROWTH MARKETING

ADV Plus

Strategy, performance, AI. Growth without guesswork.

Helps founders and teams build clear positioning, run data-driven campaigns on Meta, Google and TikTok, and implement AI in real workflows.

ADVPLUS.DIGITAL ↗

LEARN BY DOING

Partners Academy

Digital Marketing, Business and Technology.

An academy for professionals who want to grow in the era of AI, training marketers, entrepreneurs and executives.

PARTNERSACADEMY.COM.CO ↗

YOUR LOGO HERE

THIS SPACE IS YOURS

Your company, *here.*

Want to feature your company in the next issue? Reach 9,000+ marketing professionals across six European cities. Write to us at contact@dmktribe.com

CONTACT US →

MAKERS OF BARCELONA · VENUE PARTNER

Work where you *feel at home.*

MOB provides coworking spaces that feel like home, a community to grow with, and the skills to match every ambition, right in the heart of Barcelona.

01
A space that feels like home

02
A community to grow with

03
Skills to match every ambition

VISIT MOB

Find your desk *in Barcelona.*

MOB-BARCELONA.COM →

ONE STAGE.
MANY VOICES.
ONE TRIBE.

Voices *of the Tribe.*

The people who have shared their knowledge on the DMK Tribe stage.

100+	6	2023
SPEAKERS	CITIES	SINCE

Since September 2023, more than 100 speakers have taken the stage across Lisbon, Barcelona, Milan, Paris, Valencia and Cascais. This directory is our thank-you, and an open door: every name links to the speaker's profile, so the conversation can keep going.

NEW THIS ISSUE ~~SEP~~TEMBER 2026 SPEAKERS



Luna Nhu
Financial Systems for Humans

LISBON · SEPT 9



Olga Kirillova
LinkedIn as a Sales Engine

LISBON · SEPT 23



Yann Klein
Beyond ChatGPT: 3 Ways to Use AI at Work

BARCELONA · SEP 29



Teodora Valentino
The 5 Secrets to a Client-Attracting LinkedIn Profile

MILAN · SEP 30

Want to take the stage?

SHARE YOUR EXPERTISE WITH 9,000+ PROFESSIONALS

APPLY TO SPEAK →

THE DIRECTORY

Every voice, *in one place.*

Alphabetical by first name. Tap any name to open their profile.



Abhijeet Singh

LINKEDIN ↗



Alessandro Gini

LINKEDIN ↗



Alessandro Pregnolato

LINKEDIN ↗



Alex Reis, CCXP

LINKEDIN ↗



Alex Russo

LINKEDIN ↗



Alexandre Mili

LINKEDIN ↗



Ali Master

LINKEDIN ↗



André

LINKEDIN ↗



Andrea Romoli

LINKEDIN ↗



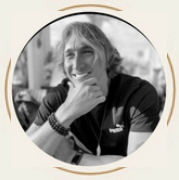
Anshul Punhani

LINKEDIN ↗



Apo Zadeh

LINKEDIN ↗



Armando Dazza

LINKEDIN ↗



Asia Noble

LINKEDIN ↗



Atif Ahmad

LINKEDIN ↗



Boris Vanka

LINKEDIN ↗



Catia Nunes

LINKEDIN ↗



Celia Sgar

LINKEDIN ↗



Dan Shine

LINKEDIN ↗



Daniel Morales

LINKEDIN ↗



Daniel Puentes

LINKEDIN ↗



Daniela Cuervo

LINKEDIN ↗



Daria Krutova

LINKEDIN ↗



Dmitry Grankin

LINKEDIN ↗



Elena Stivali

LINKEDIN ↗



Ema Abou

LINKEDIN ↗



Emilia Ronchetti

LINKEDIN ↗



Erik Braun

LINKEDIN ↗



Felipe

LINKEDIN ↗



Felipe Hernandez

LINKEDIN ↗



Felipe Lacerda

LINKEDIN ↗



Feroz Sumara

LINKEDIN ↗



Filipe de Barros

LINKEDIN ↗



Francisco

LINKEDIN ↗



Frédéric

LINKEDIN ↗



Gabriele Omar Lakhal

LINKEDIN ↗



Ghieroni

INSTAGRAM ↗



Henrique Elias Silva

LINKEDIN ↗



Iryna Yurchenko

LINKEDIN ↗



Jacques

LINKEDIN ↗



Jad Fouad

LINKEDIN ↗



Jan Schulte

LINKEDIN ↗



Jhamile Abuabara

LINKEDIN ↗



Job Baltes

LINKEDIN ↗



Juliana

LINKEDIN ↗



Justin

LINKEDIN ↗



Kertu Russak

LINKEDIN ↗



Laura Chaves

LINKEDIN ↗



Laura Gruich

LINKEDIN ↗



Lena Kuzmenko

LINKEDIN ↗



Lorraine Henriquez

LINKEDIN ↗



SEPT 9

Luna Nhu

LINKEDIN ↗



Maria Gonzalez

LINKEDIN ↗



Maria Jose Figueroa

LINKEDIN ↗



Mariachiara Zanin

LINKEDIN ↗



Mark

LINKEDIN ↗



Marta Moronta

LINKEDIN ↗



May Zhan

LINKEDIN ↗



Michaela Primus

LINKEDIN ↗



Michaela Repiakh

LINKEDIN ↗



Michele Bet

LINKEDIN ↗



Miguel Rivero

LINKEDIN ↗



Mikhail Trofimov

LINKEDIN ↗



Minnie

INSTAGRAM ↗



Mony

LINKEDIN ↗



Myranda

LINKEDIN ↗



Natacha Cottu

LINKEDIN ↗



Nuno Bacharel

LINKEDIN ↗



Nuno Libório

LINKEDIN ↗



Olesia Rykova

LINKEDIN ↗



Olga Kirillova

LINKEDIN ↗



Pavel Karpisek

LINKEDIN ↗



Philip Bush

LINKEDIN ↗



Pratik Gandhi

LINKEDIN ↗



Rabi

LINKEDIN ↗



Rafael "Rafa" Ribeiro

LINKEDIN ↗



Raúl Sebold

INSTAGRAM ↗



Renato

LINKEDIN ↗



Rick

LINKEDIN ↗



Rita Borges

LINKEDIN ↗



Roberto “Popy” Nardini

LINKEDIN ↗



Saeid Azizi

LINKEDIN ↗



Sergey

LINKEDIN ↗



Sergio Martínez

LINKEDIN ↗



Sergio Rykov

LINKEDIN ↗



Shane Moran

LINKEDIN ↗



Slaine Willey

LINKEDIN ↗



Teodora Valentino

LINKEDIN ↗



The Mighty String

INSTAGRAM ↗



Théo Moisson

LINKEDIN ↗



Thiago Barrionuevo

LINKEDIN ↗



Tim Ward

LINKEDIN ↗



Tommaso Rosa

LINKEDIN ↗



Tuna Doksöz

LINKEDIN ↗



Val (Valentin) Vrajescu

LINKEDIN ↗



Vera Shatska

LINKEDIN ↗



Victoria Tsitrinbaum

LINKEDIN ↗



Viljar Rystad

LINKEDIN ↗



Vitor Soares

LINKEDIN ↗



Weslley Harakawa

LINKEDIN ↗



Yann Klein

LINKEDIN ↗



Zane

LINKEDIN ↗


LACS
THE PLACE TO BE
info@lacs.pt

DMK TRIBE

DIGITAL MARKETING COMMUNITY

Want to take *the stage?*

Share your expertise with 9,000+ marketers, founders and creatives across six European cities. Every speaker gets a two-page feature in DMK Tribe Magazine.

APPLY TO SPEAK →

CONTACT@DMKTRIBE.COM
DMKTRIBE.COM
@DMKTRIBE

People helping people grow, one conversation at a time.

LISBON · BARCELONA · MILAN · PARIS · VALENCIA · CASCAIS