



## PERSONAL INFORMATION

### NAME

Martin Winkel

### ADDRESS

Berlin (Friedrichshain)

### LANGUAGES

German: Native speaker  
English: Business fluent

## CONTACT

### PHONE

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### LINKED IN

@martin-winkel

## OTHERS

### BLOG (MEDIUM)

@SaturnFromTitan

### GITHUB

@SaturnFromTitan



**Lead Software Engineer and Certified AWS Solutions Architect**  
*with over 10 years of experience, combining deep technical expertise, a strong product mindset, and excellent communication skills.*

*In 2017, I co-founded and led a software development consultancy focusing on digital transformation. I built and supervised applications of various sizes and business domains for clients ranging from start-ups to DAX companies.*

*Since 2023, I have been working as a freelance developer and advisor again.*

## CORE SKILLS

### Code

Python: 10 years  
Python Web Frameworks (FastAPI, Django, Flask): 7 years  
Pydantic: 5 years  
Pandas: 5 years  
HTML, CSS (Bootstrap, Tailwind): 5 years  
Test-driven Development: 7 years

### DevOps

Amazon Web Services (AWS): 6 years  
AWS Serverless: 2 years  
CI/CD: 7 years  
Docker: 7 years  
Infrastructure as Code: 5 years  
Kubernetes: 1 year

### Others

SQL Databases (PostgreSQL): 6 years  
NoSQL Databases (MongoDB, DocumentDB, DynamoDB): 2 years  
Microservices: 6 years  
REST APIs (including OpenAPI/Swagger): 6 years  
GraphQL APIs: 2 years  
Event-driven Software Architectures: 3 years

## CERTIFICATIONS

**AWS Solutions Architect – Associate (SAA-C03)**  
**AWS Certified Developer – Associate (DVA-C02)**

# WORK EXPERIENCE (EXCERPT)

## SENIOR BACKEND DEVELOPER (FREELANCE)

*Bayer AG | 01/2023 - 01/2025 | Remote*

**Python** AWS Lambda Powertools, Asyncio, Boto3, FastAPI, Httpx, Locust, Motor, Mypy, PyMongo, Pydantic, Pytest, Ruff, Strawberry **AWS** API Gateway, Athena, Backup, CloudFront, CloudWatch, CloudTrail, Cognito, Cost Explorer, DevOps Guru, DocumentDB, DynamoDB, EventBridge, Grafana, IAM, Incident Manager, Lambda, KMS, Route53, S3, SES, SNS, SQS, Systems Manager (SSM), Transit Gateway, VPC, WAF, XRay **Others** Azure DevOps, Bash, Dependabot, Docker, Draw.io, FigJam, GitHub Actions, GitLab CI, Go, ImageMagick, JavaScript, OAuth 2.0, OpenAPI, Sentry, SonarQube, Terraform, TFSec, Trivy

Bayer's Crop Protection Innovation Lab builds AI-driven products for farmers ([magicscout.app](https://magicscout.app)).

- Backend for mobile apps and tens of thousands of IoT devices
- Ingestion of GB's of image data daily using a cost-effective, serverless, event-driven architecture on AWS
- Integration of in-house AI models to deliver insights to customers in seconds
- Proactive voice in architecture and feature design discussions
- Proactive communication across teams
- Reference expert for all questions related to Python

## SOLUTION ARCHITECT & ADVISOR (CONSULTANT)

*Selly Biz | 05/2023 - 05/2023 | Berlin*

**Python** Airflow, Dagster, Prefect **AWS** S3, Managed Airflow

Design of a scalable data ingestion application using Apache Airflow on AWS.

- Design of the system directly with the CEO & CTO
- Provide in-depth Apache Airflow knowledge

## LEAD FULL STACK DEVELOPER (CONSULTANT)

*Selly Biz | 08/2022 - 10/2022 | Berlin*

**Python** Boto3, Celery, Django, Gunicorn, Mypy, Pytest, Weasyprint **AWS** Route53, S3, SES **Others** Dependabot, Docker, Draw.io, GitHub Actions, Heroku, HTML, JavaScript, Localstack, OAuth 2.0, PostgreSQL, Redis, Sentry, Tailwind CSS

Kickstart a new platform for German companies to hire international kitchen staff ([chef-bao.com](https://chef-bao.com)).

- Built a custom Django app that allows companies to add job listings and users to submit their CVs
- In-house experts with domain knowledge (i.e. kitchen staff) review the CVs and match them with job postings
- User registration, permission and role management were built with django-allauth
- The applicant-facing pages were optimised for mobile devices and small screens
- After 2 months, the platform went live smoothly to an international user base

## LEAD FULL STACK DEVELOPER & CO-FOUNDER

*Lemon Tree | 07/2021 - 06/2022 | Berlin*

**Python** Airflow, Alembic, Boto3, Celery, Django, Gunicorn, Mypy, Oscar, Pandas, Polars, Pytest, Ruff, SQLAlchemy **AWS** IAM, S3, SES **Others** Amazon Order API, Amazon Ads, Bootstrap (CSS), Dependabot, Docker, Draw.io, Facebook Ads, GitHub Actions, Google Ads, Heroku, HTML, JavaScript, Localstack, Metabase, OAuth 2.0, PayPal, PostgreSQL, Redis, Sentry, Stripe

Collaborating with Europe's leading producer ([Lonza](https://lonza.com)), we built a start-up to sell innovative food supplements.

- We scaled to a 6-figure annual revenue while automating nearly all recurring operative tasks
- Built the full-stack webshop using the Django Oscar framework
- Payments were handled via PayPal and Stripe
- Built a reporting system using Apache Airflow and Metabase
- Built custom reports combining marketing spending and revenue figures to deepen customer understanding and drive budget decisions (e.g. cohort analyses and customer lifetime value)
- Designed and built a custom bidding algorithm to automate the management of our Amazon Ads campaigns

## LEAD BACKEND DEVELOPER (CONSULTANT)

*Zalando Marketing Services | 12/2018 - 07/2021 | Berlin*

**Python** Airflow, Boto3, Celery, Django Rest Framework (DRF), Gunicorn, Mypy, Pytest, Requests, Weasyprint **AWS** Application Load Balancer (ALB), EC2, IAM, Lambda, RDS, Route53, S3, SQS, SES, Systems Manager (SSM) **Others** Docker, Draw.io, GitHub, Grafana, HTML, Kubernetes, Localstack, Nakadi (Kafka), Nginx, OAuth 2.0, OpenAPI/Swagger, PostgreSQL, React, Sentry

Zalando was unhappy with their Salesforce integration, so we set out to build a greenfield CRM application to manage sales processes end to end.

- After 2 months, we onboarded the first users; after 4, months Salesforce was deprecated
- After 1 year, our application had managed campaigns worth >100 million €
- I led the backend team and wrote most of the backend code
- Close collaboration with the CTO, PO, other teams and users
- Proactive ideation of new features and identification of current bottlenecks
- Proactive voice in architecture and feature design discussions
- Proactive communication with other teams across Zalando
- Mentoring of junior developers

## BACKEND DEVELOPER (CONSULTANT)

*Zalando Marketing Services | 02/2018 - 12/2018 | Berlin*

**Python** Flask, Openpyxl, Pandas, Pytest, Python-pptx **AWS** Application Load Balancer (ALB), EC2, IAM, S3 **Others** BigQuery, Docker, Draw.io, GitHub, OAuth 2.0

Automate critical sales processes to enable growth.

- Flask-based microservices to create sales reports and slide decks
- Close collaboration with the CTO, BI & Sales

## PERFORMANCE MARKETING AUTOMATION ENGINEER

*Auto1 AG | 02/2016 - 02/2017 | Berlin*

**Python** Pandas, Pytest **Others** BitBucket, DigitalOcean, Facebook Ads, Google Ads, Jenkins

Dramatically improved efficiency and decision-making with custom tools for online marketing platforms.

- Design and implement a Google Ads bidding algorithm to outperform our competitors drastically
- Build various other scripts and tools to automate online marketing campaign management

## WEB ANALYST (PART-TIME)

*Spreadshirt AG | 02/2013 - 02/2015 | Leipzig*

Adobe Analytics, Excel, Google Analytics, Jira

In-house expert in web tracking and reporting tools.

## EDUCATION

### UNIVERSITY OF LEIPZIG

*Diplom (equivalent to Master of Science) | 10/2010 - 02/2016*

Degree program: Economical Mathematics

Specialisation: Mathematical optimisation of business problems

Thesis: Design and implementation of a swarm intelligence algorithm to solve scheduling problems (flow shop)

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