

Coordonnées

twal@javonet.com

www.linkedin.com/in/thomas-walciszewski-975a8658 (LinkedIn)
www.sdncenter.com/ (Company)
www.javonet.com/ (Personal)
www.dotnetks.com/ (Company)

Principales compétences

REST APIs

DevOps

Python (Programming Language)

Languages

Polonais (Native or Bilingual)

French (Native or Bilingual)

English (Full Professional)

German (Professional Working)

Certifications

[PCEP-30-02] PCEP™ – Certified Entry-Level Python Programmer

[PCAP-31-03] PCAP™ – Certified Associate Python Programmer

AWS Certified Cloud Practitioner

Thomas Walciszewski

Business Developer/ Integration Architect/ Data Analytics @Javonet
Pologne

Résumé

Ambitious, Honest, Hardworking, enthusiastic and open-minded guy / Strong experience in business development (IT Enterprise) with expertise in Java, Python, and cloud technologies. As an integration architect, I specialize in designing scalable automated solutions across multiple platforms by integrating and building APIs (Python-based microservices and no-code/low-code platform) based on the business requirements. I also have strong experience in developing web services and microservices, following DevOps processes through to deployment.

As a technical business developer, I also build comprehensive custom business dashboards in PowerBI for data analysis, supporting informed decision-making.

Business skills:

- SaaS products: strategy, implementation and scaling
- Business strategy and development
- Business negotiation and proposal writing
- Customer relationship management
- Managed Services
- Vendor management
- Outsourcing
- Consultant team management

Technical skills:

- Software development: Java, Python, SQL and additionally .NET, JS, HTML
- Cloud infrastructure: Azure / AWS
- DevOps: Building CI/CD pipelines, managing Git repositories, creating and deploying Docker containers
- Software Architecture: Spring and Spring Cloud Microservices, Flask

- API Integration automation: OAuth2 security protocol for access/refresh tokens, permission scopes, automating workflows across multiple platforms, creating APIs with Python
- Data analysis: Building comprehensive dashboards with PowerBI by integrating multiple sources (SQL server, Google API, MS Graph API, Azure AppInsights etc...)
- Business Analysis: Designing UML use case and activity diagrams with Enterprise Architect
- Others: AI tools, Postman, CRMs, NoSQL(MongoDB), Apache Kafka and RabbitMQ etc....

In Python good knowledge of libraries such as: Selenium (Automation), Pandas, NumPy (Data Analysis/ML), scikit-learn, TensorFlow (Machine Learning), Plotly, Matplotlib, Seaborn (Data Visualization)

Expérience

Javonet

Business Developer / Integration Architect / Data Analytics

2017 - Present (8 ans)

Warsaw

Javonet (part of SdNcenter) provides a high-performance, secure, and intuitive integration solution for developers, enabling seamless connectivity between almost all programming languages across Windows, macOS, and Linux.

Key Benefits:

- Lightning-fast native performance (at least 20,000x faster than web services).
- Simple, fluent API with no maintenance required.
- Seamless Java & .NET integration with a single codebase.
- Secure (runs in a single OS process, no internet needed for activation).
- Accelerates integration (from years to weeks, up to 90% time savings).
- 100% uptime – No license checks after activation.
- Supports multiple languages: Java, C#, JavaScript, Python, Groovy, Ruby, Perl, GoLang.
- Trusted by many customers across multiple industries.

Website: www.javonet.com

Daily responsibilities:

Business:

- Develop and maintain business relationships with both existing and new customers
- Understand customer needs to provide the best-tailored solutions
- Business strategy

Technical:

- Automation & API Integration: Developing multiple strategic automation workflows by integrating and developing APIs (OAuth2 security) across multiple platforms with Python using no-code/low code platform. This includes the design and development of microservices-based solutions to ensure scalability and efficiency
- Power BI: Creating comprehensive dashboards integrated with multiple data sources (SQL Server, Google API, MS Graph API, Azure AppInsights...). Analyzing data, applying machine learning models in Python for predictive analytics, trend forecasting, anomaly detection, and data-driven decision-making
- Business Analysis: Designing use case and activity diagrams with Enterprise Architect
- Microservices Development & Support: Developing and maintaining microservices with Docker
- CRM and database management: creating, updating licenses, licensing first-line support

Languages: English, French and Polish

Amaris

Country Sales Manager

mai 2015 - juin 2017 (2 ans 2 mois)

Warsaw, Masovian District, Poland

In charge of polish market development:

- Developed business (IT Enterprise) from scratch by opening new accounts
- Finance: P&L management up to 3 Million PLN, ensure the financial wealth (Expenses, Turnover, Margins)
- Turnover multiplied by almost 10
- Recrutement/Direct management of 15 consultants
- Developed new businesses partnerships
- Business negotiation and closing deals

- Follow up career of consultants
- Coaching/Advising/Supporting consultants
- Daily speaking in Polish/English/French languages

ALTEN

Business Development Manager

janvier 2015 - mai 2015 (5 mois)

Région de Bruxelles, Belgique

- Responsible for major pharmaceutical account (IT & CSV services)
- Gathering new business opportunities by prospecting new customers
- Supporting in achievement of commercial objectives and pro-active developement of corrective actions
- Participation to the recrutement attracting policy
- Selecting, recruiting and building new team of consultants
- Being in charge of the consultant career evolution

CVO-EUROPE

Business Development Manager

janvier 2013 - janvier 2015 (2 ans 1 mois)

Région de Basel, Suisse

Responsible for Swiss (CH) (French speaking part:+++ / German speaking part: +) and Alsace (FR) market development.

- Developed business (IT & CSV services) from scratch by opening several new accounts (Small/Medium/Big accounts)
- Increased the turnover and margin of the Business Unit
- Implementation of business strategies and monitoring the performance
- Creation and follow up new business relations
- Negotiation and closing deals
- Participation to recruitment of new consultants
- Follow up career of consultants

Nordic Nanovector AS

Internship R&D/Marketing

2012 - 2012 (moins d'un an)

Develop and refine an innovative radio-immunotherapeutic approach for the treatment of cancer. Design and implement strict protocols, prepare cell cultures, and carry out precise cell counting procedures. Conduct comprehensive analysis and scientific interpretation of the results, utilizing Excel for data organization and graphical representation. Perform extensive

market research to assess the potential and feasibility of the biological product currently under development.

Formation

Polish-Japanese Academy of Information Technology

Postgraduate Degree (with honors), Java/ SQL additionally .NET · (septembre 2022 - juillet 2023)

Université Grenoble Alpes

Master 2 BioTechCo (BioTech/BioInformatics & Trade) – International part: LabScience Trading · (2012 - 2012)

University of Oslo (UiO)

Second semester of marketing applied to Biotechnology (entirely in english) · (2011 - 2012)

Université Paul Sabatier Toulouse III

Master 1 Biochemistry/Biotech/Bio-Informatics dual skills Scientific/Trade (First semester) · (2011 - 2012)

Université Paul Sabatier Toulouse III

Bachelor degree in molecular Biology and Biochemistry · (2008 - 2011)