

# Marco Rapaccini

## Combining Tech, Business & Human skills

### Tl;dr:

Coming from software engineering, being a technical cofounder, after years of working closely with customers while improving sales skills, **I want to land a Solutions/Sales Engineer job.**

### What I Can Do

- Problem Solving as a Service
- Custom Software Development
- IoT & Wearables Prototyping
- Digital Transition Consulting
- Tech Booster for Startups & SMEs
- Web Applications Artisan

### A Bit More About Me

- I've been working in tech since 2016, wearing many hats: employee for SMEs and big organisations, contractor, startup cofounder
- I consider myself a business enabler: **I transform a vision into human-friendly, working technology**
- I am based in the Lake District, UK

### Generalist Experience

- Technical Co-Founder at [Smart Ergonomics Ltd](#), 2024 - present
  - developing MVP of a smart ergonomic chair with sensors and dedicated mobile app to improve posture and wellbeing in the workplace
- Technical Co-Founder and Director at [Umbria Green Heart Ltd](#), 2023 - present
  - importing directly fine food and wine from [Umbria](#), Italy into the UK
  - supply chain setup and management
  - warehouse compliance
  - Ruby on Rails custom software for import logistics, stock management and costs optimisation
  - e-commerce integration with stock management system
  - work-in-progress: expanding B2C sales while consolidating B2B relationships
- Contract Technologist for [LTE Italia srl](#), 2022 - present
  - building a custom security compliance management system for a railway logistics company
- Technical Co-Founder at [Clutch-e Bag](#), 2019 - present
  - built from scratch a FashionTech startup business + tech stack

- created a wearable MVP
- filed and obtained 4 patents in Italy no. 102018000003587, 102021000011681, 102021000016505 and 102021000016478
- supply chain setup and management
- managed 1-year-long engineering research and development
- managed technology transfer towards [aerospace customer](#)

## Specialist Experience

### Citizens Advice (charity), Aug 2022 - Jun 2024

- **Senior Software Engineer** at [Citizens Advice](#)
- helping the Casebook team to maintain and improve the [internal case management system](#) of one of the largest charities in the UK, while respecting the privacy of the users
- technologies: Ruby on Rails/Ruby, PostgreSQL, AWS, React, JavaScript, Cucumber, Jenkins, Accessibility Screen Readers (VoiceOver, NVDA, JAWS)
- contributing regularly to Software Engineering Community of Practice meetings to explore new technologies
- induction/mentoring new software engineers across different product teams
- internal documentation reorganisation

### Italian Folklore Museum

- Amazon Alexa Skills development (contract work) for the [Italian Folklore Museum](#), improving accessibility for visually impaired
- technologies: Alexa Skills Kit SDK, Python, Node.js, Spreker APIs

### Transaction 360 Degrees LTD (FinTech)

- **Senior Software Engineer** at [Transaction 360 Degrees LTD](#)
- Aug 2020 - Sep 2022
- Creating from scratch Fintech MVPs working closely with the business team and SW architect
- R&D about new integrations (e.g. Symphony financial secure messaging app)
- technologies: TypeScript, React, Google Cloud Platform (GCP), Okta, Python
- Moving to microservices architecture
- Onboarding and mentoring new developers

### Past Contract Web Development

- Italy-based freelance activity as web developer/technologist, working mainly for Italian SMEs and research centers
- Nov 2018 - Nov 2021

- Some clients/projects:
  - [Water Resources Research & Documentation Centre at University for Foreigners of Perugia](#)
  - [University of Tuscia](#)
  - [Nuova Guseo](#)
  - [Ermesat](#)
  - [Simecom](#)
  - [Federica Mastro](#)

### **Lacuna Solutions**

- Web UI Developer
- Sep 2016 - Jul 2017

### **My Tech Stack So Far**

- MVC Frameworks
  - Ruby on Rails
  - Django
  - Laravel
- Programming Languages
  - JavaScript
  - Ruby
  - PHP
  - Python
- Databases
  - MySQL
  - PostgreSQL
  - Neo4j
- Low-level Programming
  - C/C++
  - Arduino
- JS Frameworks/Libraries/Environments
  - Node.js
  - React
  - Next.js
  - Express
  - Leaflet
  - jQuery
- CRMs
  - SuiteCRM
  - Zoho
  - Monday.com
  - Notion
- Other Languages
  - SQL

- Bash Scripting
- UI Libraries
  - TailwindCSS
  - MaterialUI
- Cloud Technologies
  - Google Cloud Platform (GCP)
  - Amazon Web Services (AWS)
- Version Control
  - Git/GitHub
- Other Technologies
  - CMS WordPress
  - Amazon Alexa Skills

## Education

- Bachelor's Degree in Computer Science (110/110) at [University of Perugia](#) with a thesis about *Cyberwarfare: definitions, case studies and analysis*.

## Public Contributions

You can find [here](#) a list of my contributions and articles.

## Human Languages

- English
- Italian (native language)
- Spanish

## Hobbies

Reading, Lego, Re-watching *The Office* (USA version), Hiking, Boxing

## Let's connect

- [info@mrglobal.solutions](mailto:info@mrglobal.solutions)
- [Website](#)
- [Linkedin](#)
- [Twitter](#)
- [GitHub](#)

Have a nice day folks!