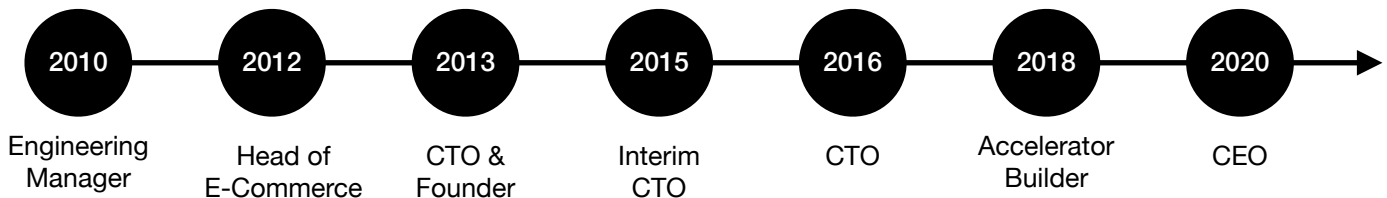# WALEED HUSSAIN

With over 15 years of expertise in software engineering, I have dedicated a decade to leadership roles spanning startups to mature scale-ups. I possess a demonstrated history of transforming initial concept sketches into scalable, dependable products with agility and efficiency.

2010	2012	2013	2015	2016	2018	2020
Engineering Manager	Head of E-Commerce	CTO & Founder	Interim CTO	CTO	Accelerator Builder	CEO

Expertise

I am a seasoned software engineer at heart with extensive experience in developing e-commerce solutions using open source technologies. Recently, I have shifted to a product-centric approach. Since 2018, I have been forming and managing agile, high-achieving teams, empowering them with independence while providing mentorship in a dynamic and supportive workplace. I also step in to contribute directly whenever necessary.

Programing	Python, Javascript, PHP, Shell, Go, SQL	Frameworks	Laravel, NextJs, FastAPI, Pytorch
Data & BI	Data Lake, Data Warehousing & Analytics.	Data Tools	Airflow, Metabase, Kafka, Snowplow, Elastic Search
Infrastructure	Docker, Kubernetes, CI/CD with Github Actions, Ansible	Cloud (AWS)	ECS, EKS, S3, SQS, SES, Lambda, RDS, Gule & Athena, API Gateway
Interpersonal Skills	Vision and Strategy, Project Management, Investor Relations, Product Development, Talent Acquisition, Infrastructure Management, Budgeting, Risk Oversight, Stakeholder Relations, Financial Oversight.		
Education	• Graduated from Technical college (HTL) Vienna — 2007. • Graduated from Vienna International University (BBA) — 2011. • 6 Months Software Engineering Internship at IBM Vienna — 2007. • Software Engineering Certification from WIFI Wien — 2009. • Corporate Entrepreneurship Training - Columbia Business School — 2020.		
Languages	German (C2), English (C2), Urdu (Native), Hindi (Native)		
Hobbies	Cricket, Playing Guitar, Hiking, Camping		
Contact	E: info@waleed.de - T: +49 176 73566512 L: linkedin.com/in/waleedhk/ - W: waleed.de		

Experience

CEO
Comparado GmbH — preis.de | Berlin, Germany | 08/2020 - Present
Stack: Java, Springboot, Kafka, MongoDB, MYSQL, Elastic Search, AWS Datalake, Python, NextJS

In my tenure at Preis.de, Idealo's subsidiary, I am charged with guiding the company to financial success, simplifying intricate legacy systems, and fortifying ties with the main company. My role involved comprehensive control over financial and product outcomes, working directly with Idealo's Founder and top executives. My leadership was instrumental in slashing operating costs by half while ensuring the company became profitable. I also maintained high staff retention rate and led a strategic shift to the Cloud, which paved the way for better operational efficiency.

Achievements:
- Achieved profitability for the company within the first year.
- Successfully transitioned the team to a fully remote setup during the Covid-19 pandemic.
- Implemented Lean OKRs within agile, cross-functional teams.
- Scaled the platform to accommodate 50,000 active shops and over 500 million offers.
- Managed a fast-paced environment with up to 400 offer updates every second.
- Acted as a representative in a notable antitrust lawsuit against Google, working with Idealo and Axel Springer, addressing monopolistic practices in search and search advertising.

Accelerator Builder for Global E-Commerce
Trotec GmbH | Berlin & Heinsberg, Germany | 02/2018 - 07/2020
Stack: Magento 2 | Elastic Search | Akeneo PIM | Metabase | Microservices

I spearheaded the modernization of Trotec's outdated shop system, overseeing its relaunch into 20 international markets. Facing limited resources at our Heinsberg headquarters, I established and led a specialist team in Berlin to a swift and successful platform launch within a year, which resulted in doubling the conversion rate. After this achievement, I smoothly transitioned the project and its workflows to the CTO, aligning with our strategic roadmap.

CTO
Dr. Förster AG | Berlin, Germany | 09/2016 - 01/2018
Stack: LAMP | Python | Laravel | Magento | ODOO ERP | AWS | Optimizely | Tableau | Optivo

In my role, I refined the company's technical strategy to match its business objectives, effectively communicating this vision to team members, partners, customers, and investors. I kept a close watch on key performance indicators and IT budgets to gauge our performance. A key achievement was the digital transformation of a two-decade-old manufacturing infrastructure. I oversaw engineering initiatives across various teams, including Product Development, Manufacturing ERP systems, Business Intelligence, and IT Infrastructure. My responsibilities also extended to recruiting and leading development teams in Berlin and Neu-Isenburg, shaping the development and deployment processes, and fostering best practices.

Interim CTO / Advisor

fineartmultiple GmbH | Berlin, Germany | 04/2015 - 07/2016

Stack: LAMP | Python | Laravel | Magento | ODOO ERP | AWS | Optimizely | Tableau | Optivo

I led the development and launch of the first iteration of an Art Marketplace. Previously, despite multiple agencies' efforts, the project remained unfinished. Overcoming this, I worked with a dedicated team in Berlin and achieved a successful launch in six months. Additionally. I also played a key role alongside the founder in pitching the product, which led to securing investments from notable companies like ProSiebenSat.1 Media SE and AXA Group.

Co-Founder & CTO

23 Digital Concepts GmbH | Vienna, Austria | 01/2013 - 07/2015

Stack: LAMP | Java | Apache Kafka |

Co-founded and led a specialized e-commerce software development agency, driving the creation of Enterprise Service Bus (ESBs) and ERP connectors. Expanded the B2B customer portfolio to over 200 within the first year and a half. Built and managed a strong team of 25 engineers, enhanced development workflows. Oversaw project management and resource distribution, while fostering relationships with key clients, ultimately leading to a successful exit after an acquisition.

Head of E-Commerce

P&P Medien GmbH Werbeagentur | Innsbruck, Austria | 01/2012 - 01/2013

Stack: LAMP | Opencart | Magento Enterprise | Drupal

As the Head of E-commerce, I initiated and developed a specialized in-house e-commerce department for an advertising agency based in Innsbruck. This division was dedicated to crafting customized online shops utilizing Magento and other e-commerce technologies, tailored to enhance our clients' digital retail presence.

Engineering Manager

Vipsportnahrung GmbH | Vienna, Austria | 2010 - 2012

Stack: LAMP | Magento | XT:Commerce | OpenERP | POS

I successfully oversaw the transition of our e-commerce platform from XT:Commerce to Magento, enhancing our online and in-store retail capabilities. Additionally, I implemented a comprehensive inventory management system using OpenERP, ensuring seamless operational continuity and overseeing service operations to maintain high standards of performance and reliability.

Software Engineer

Blickvang GmbH | Vienna, Austria | 2008 - 2010

Stack: LAMP | Magento

My role encompassed the maintenance, optimization, and enhancement of the existing online store, developing bespoke extensions, and innovating the template system to tailor Magento to our specific needs. I was an active contributor to the Magento open source project, helping to shape its evolution. Additionally, I designed interfaces to integrate Magento with various external ERP systems, ensuring robust functionality, even under conditions of high traffic and demand.