Daniel Martins

Date of birth: 8 Apr 1984 | **Nationality:** Portuguese | **Gender:** Male |

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WORK EXPERIENCE

1 APR 2021 – Lisbon, Portugal
LEAD SOLUTION ARCHITECT – OUTSYSTEMS

Hiring, on-boarding, training, and developing new Solutions Engineers from internal and external sources.
Building and retaining an effective and efficient Solution Engineer team.
Ensuring Technical competence and effectiveness via continuous enablement.
Engaging with prospects and customers to get the most out of the OutSystems platform.
Collaborating with sales management on customer engagement strategies to ensure quota attainment.

https://www.outsystems.com/

1 OCT 2018 – 1 APR 2021
SOLUTION ARCHITECT – OUTSYSTEMS

Working as an IT expert and evangelist while supporting customers in their technical evaluation process by delivering high quality presentations and workshops (to Developers, Architects, IT managers and CxOs).

Analysing the customers' functional and technical requirements in order to design technical solutions;
Working closely with the sales team in the creation of proposals that present compelling technical solutions that adjust to the customers' needs and requirements.

Delivering successfully Proofs of Concept (PoCs) together with the OutSystems Solution delivery team.

Developing OutSystems partners technical sales capabilities and competencies to sell and deliver OutSystems solutions and technology.

https://www.outsystems.com/

21 MAY 2018 – 1 OCT 2018
PARTNER SUCCESS MANAGER – OUTSYSTEMS

Managing the Partner Technical Enablement program for EMEA;
On-boarding and enabling new partner development teams;
Engaging with partners to drive their proficiency growth and training completion of learning paths and certification programs;
Driving success and reference-ability of partner projects;
Delivering and promoting technical advisory and evangelization sessions to leverage partners technical expertise.

https://www.outsystems.com/ | Lisboa, Portugal

1 JAN 2015 – 18 MAY 2018
CONSULTANT – (ZERO)70 IT SERVICES

Supporting the application development and maintenance of ECHO, for the Van Ameyde Group

http://www.zero70.com/ | Av. Ilha da Madeira Nº 35 I Bloco I 3º, 1400-203 Lisboa, Lisbon, Portugal

1 SEP 2010 – 31 DEC 2014
IT CONSULTANT – GLINTT

OutSystems Professional Developer, solution analysis and development, consulting.

http://www.glintt.com │ Beloura Office Park, Edif. 10 Quinta da Beloura, 2710-693, Sintra, Portugal

25 FEB 2008 – 31 AUG 2010
ASSOCIATE TECHNICAL CONSULTANT – LOGICA

OutSystems (http://outsystems.com) and .NET Developer

http://www.logica.pt/ │ Av. José Malhoa, 16, Edifício Europa, 1070-159, Lisboa, Portugal

5 SEP 2007 – 25 FEB 2008
SCIENTIFIC INITIATION SCHOLARSHIP – FOUNDATION FOR SCIENCE AND TECHNOLOGY (FCT)

Mobile phone application (Java2ME) developer, access and share multimedia information through web services.

Education │ http://www.fct.pt/ │ Avenida D. Carlos I, 126, 1249-074, Lisboa, Portugal

1 SEP 2007 – 31 OCT 2007
WEB DEVELOPER – CLÍNICA DE DOENTES PULMONARES – C.D.P, LDA.

Created, developed and maintained clinicaculpumar.pt, Flash animator. Web, DNS, email and hosting administrator.

http://www.clinicapulmonar.pt │ Campo Grande, n.º 4, 4.º, 1700-092, Lisboa, Portugal

2 SEP 2006 – 2 APR 2007
WEB DEVELOPER, DATA BASE DEVELOPER – STAMINA

PHP, Data base developer/maintenance (MYSQL). web-site developer (HTML,JavaScript,AJAX) , newsletters, back-office tools.

Information and communication │ http://www.stamina.pt │ Lisboa, Portugal

EDUCATION AND TRAINING

2002 – 2007 – Portugal
BACHELOR OF SCIENCE (BSC), COMPUTER ENGINEERING – Faculty of Sciences and Technology of the New University of Lisbon

Basics of programming in Pascal, Assembly, C, JAVA,C, C++, PHP, HTML and XML.
Notions of business organization, systems analysis, project management, methodologies and software engineering.
Fundamentals of Databases.
Knowledge of networks and operating systems.

1 SEP 2019
SPANISH DIPLOMA LEVEL B1 – ICLE Instituto de Cultura e Lingua Espanhola

MAR 2014 – Brussels, Belgium
FIRST CERTIFICATE IN ENGLISH – The British Council

Upper-intermediate level qualification (FCE – Cambridge ESOL – B2 Level)

First Certificate in *English* (FCE) – B2 Level

● **LANGUAGE SKILLS**

Mother tongue(s):   **PORTUGUESE**

Other language(s):

	UNDERSTANDING		SPEAKING		WRITING
	Listening	Reading	Spoken production	Spoken interaction	
ENGLISH	C1	C1	B2	B2	B2
FRENCH	A1	A1	A1	A1	A1
SPANISH	B1	B1	B1	B1	B1

Levels: A1 and A2: Basic user; B1 and B2: Independent user; C1 and C2: Proficient user

PROJECTS

Projects

From 2015-01 to 2018-05
Customer: Van Ameyde Group (Insurance claims and risk management services)
Synthesis: Supporting the application development and maintenance of ECHO, for the Van Ameyde Group. ECHO manages the claims handling processes for 350 insurance companies.
Function: Delivery Manager
Activities and responsibilities: Giving technical feedback to support project team decisions, and sizing the effort required to successfully deliver new features and designing the solution architecture for new projects.
Detail: Collaborating and supporting the release of new sprint developments.
Technologies: OutSystems v.7 & V.9 & P10, XML, webservices, SQL Server, C#, SAP.

From 2013-07 to 2014-31
Customer: GDF Suez (Electric Utility Company)
Synthesis: Supporting Operations and Release teams daily activities.
Function: Technical Delivery Manager
Activities and responsibilities: Giving technical feedback to support project team decisions, and technical inputs to new initiatives/projects.
Sizing the effort required to successfully deliver new initiatives and designing the solution architecture for new projects/leads.
Detail: Providing insight into developing OutSystems solutions (Coding review and guidelines), and responsible for all the OS software factory common components, used by all project teams.
Technologies: OutSystems v.8, XML, webservices, Oracle 11g, C#.

From 2013-01 to 2013-07
Customer: BBPI (Portuguese Bank)
Synthesis:Analysis and implementation of an integrated management service to support Factoring and Confirming (Reverse Factoring) operations and related banking operational procedures.
Function: Delivery Manager
Activities and responsibilities:Responsible for project analysis,design and development.
Detail: Development, integration with several Bank 3rd party systems, analysis.
Technologies: OutSystems v.8, XML, webservices, Oracle 11g, JAVA.

From 2012-09 to 2013-01
Customer: Cars & Cargo
Synthesis: Analysis and implementation of logistic management system
Function: Developer
Activities and responsibilities: Analysis and development.
Detail: Development, integration PTV Maps, analysis.
Technologies: OutSystems v.7, XML, PTV Maps, webservices, SQL.

From 2012-07 to 2012-09
Customer: Mercedes-Benz Financial Services Portugal
Synthesis: Website and Customer Portal for a major Credit Institution of the Automobile Sector.
Services included management of financial products and services offered, campaigns, news and financial simulators.
Closed Customer Area with agenda and requests management; Website Mobile.
Backoffice with requests management, agenda; Dashboards; Newsletters management; Content management, website visitors statistics, configuration of simulators (Product Finder, Rate Calculator, Reverse Rate Calculator)
Function: Developer
Activities and responsibilities: Analysis and development.
Detail: Development, strong layout rules.
Technologies: OutSystems v.7, webservices, SQL.

TAP Portugal/Megasis – Transportes Aéreos Portugueses

From 2012-02 to 2012-08
Synthesis: Web application for interface of TAP's delegations with the headquarters/Treasury in Lisbon. It implements processes for delivering and approving Cash Books, Funds, Maps and Expense Reports. All expenses are now registered, approved and validated in a centralized and uniform way around the world.
Function: Senior Developer
Activities and responsibilities: Analysis and development.
Detail: Development, integration with SAP, analysis.
Technologies: OutSystems v.6, SAP integration, FileNet, XML, webservices, SQL.

Projects for ANA – Portugal Airports

From 2010-09 to 2011-11
Synthesis: Analysis and implementation of airport operations billing system
Function: Senior Developer - Team Leader
Activities and responsibilities: Development.
Detail: Development, integration with SAP, Invoice Printing and Delivery Portal, Portuguese Tax Administration (SAFT-PT).
Technologies: OutSystems v.5, XML, webservices, SQL.
From 2009-02 to 2010-09
Synthesis:GO - Airport Operational system for ANA, Aeroportos de Portugal, manages and control all the necessary daily activities in an airport in terms of operations.
Function: Developer, Team-leader
Activities and responsibilities: Analysis and development.
Detail: Development, integrations with several airport systems, analysis.
Technologies: OutSystems v.4.2, XML, webservices, SQL.
From 2008-02 to 2009-02
Synthesis: OutSystems factory applications maintenance and development.
Airport web solutions development:
- GreenWay, manage privileged access - fast-tracking to security check at several airports, through the reading of the boarding pass barcodes(2D BCBP).
- MyWay, track and manage all the assistance progress at boarding, disembarking and making connections to disabled passengers or those with reduced mobility, offering one centralised vision of all the assistances taking place at all airports.
- MyExpertDelay, manage and identify easily the real causes of flight delays.
Function: Developer
Activities and responsibilities: Applications maintenance, analysis and development.
Detail: Development, integration with SAP, OutSystems platform upgrade.
Technologies: OutSystems v.4,v.4.2, SAP integration, XML, webservices, SQL.

• JOB-RELATED SKILLS

Job-related skills

OutSystems Certifications:
Expert Traditional Web Developer;
Professional Traditional Web Developer;
Professional Platform Ops Engineer;
Mobile Developer Specialist;
Associate Tech Lead;
Associate Reactive Developer;

Training sessions:
OutSystems Professional Developer Boot camp;

OTHER SKILLS

Other skills

Passion for keeping up with emerging technology and the latest IT trends.
OutSystems Agile Platform related experience:
Platform Server Management;
Advanced troubleshooting of an OutSystems Platform farm environments;
OutSystems developer since 2008, developing on the Agile Platform from 4.0 version to version 11;
OutSystems application developer on .Net and JAVA stack, on top of Windows and Linux servers and with SQL or Oracle databases;
OutSystems Platform version upgrade;
Strong skills on external systems integration;
Application management and developing on several OutSystems software factories;
Experience in the following activities
Designing and building new environments and operational practices;
Team management;
Support and proactively maintain a range of critical production and test environments;
Ensuring recovery and service continuity best practices are implemented;
Ensuring incidents and problems are diagnosed and effective resolutions implemented;
Developing web business applications in the context of agile projects.
Worked in business areas such as:
Airport Management;Billing Software;Banking;Financial Services;Electric Utilities

CITATIONS

Citations

October 2008 - Logica Staff Silver Recognitions Awards (prize awarded for a clear demonstration of the company Mission, Vision and Values: committed, innovative and open)

ONLINE TRAINING/CERTIFICATIONS

1 NOV 2021 – 1 NOV 2024
AWS Certified Solutions Architect – Associate

Successfully passed the AWS Certified Solutions Architect – Associate exam.
https://www.credly.com/badges/f7a686f7-2c14-4b3e-888f-477843d0cf54?source=linked_in_profile

Online Training/Certifications

March 2014 - Google Analytics Platform Principles with Google certificate (Google Open Online Course)
July 2012 - Power Searching with Google certificate (Google Open Online Course)