



Daniel Martins

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WORK EXPERIENCE

01/06/2024 – CURRENT Lisbon, Portugal
SOLUTION DESIGN ARCHITECT SANTANDER

Working within the Enterprise Architecture team to develop high-level architecture designs that detail the structure and behavior of the proposed IT solutions.

Ensure that solutions are scalable, secure, and well integrated with existing systems and infrastructure - following the architecture guidelines, bank policies and architecture principles.

Evaluate and recommend appropriate technologies and tools that fit the enterprise's needs.
Staying up-to-date with emerging technologies and industry trends to provide innovative solutions.

01/05/2022 – 30/06/2024 Lisbon, Portugal
MANAGER, SOLUTION ENGINEERING OUTSYSTEMS

OutSystems is a leading low-code platform that lets you visually develop your entire application (full-stack), easily integrate with existing systems and extend it with your own custom code while supporting the full lifecycle for both web and mobile apps.

It was named the #1 low-code platform for general purpose low-code, leader in Mobile Low-Code Development Platforms according to several Forrester Waves™. It was also named leader in Mobile Application Development Platforms, in High-Productivity aPaaS and Multiexperience Development Platforms (MXDP) according to different Gartner's Magic Quadrants™

As a Manager of Solution engineering team I'm focused on helping a global team to succeed by guiding and coaching team members to provide business, technical, and product knowledge.
Working closely with different sales RVPs and Account Executives across different territories to jointly manage key accounts, ensuring visibility of pipeline and coverage as we grow the customer base.

Hiring, on-boarding, training and motivating one global team to perform at an exceptional level.

01/04/2021 – 01/05/2022 Lisbon, Portugal
LEAD SOLUTION ARCHITECT OUTSYSTEMS

Hiring, on-boarding, training, and developing new Solutions Engineers.
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.

01/10/2018 – 01/04/2021 Lisbon, Portugal
SOLUTION ARCHITECT (FIELD ENGINEER/SALES ENGINEER) 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.

21/05/2018 – 01/10/2018 Lisbon, Portugal

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 referenceability of partner projects;
Delivering and promoting technical advisory and evangelization sessions to leverage partners technical expertise.

01/01/2015 – 18/05/2018 Lisbon, Portugal

CONSULTANT (ZERO)70 IT SERVICES - VAN AMEYDE

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

ECHO is a claim management service to over 1000 businesses and insurance companies in over 16 countries, 12 different languages, and 6 different currencies.

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

Link <https://www.outsystems.com/case-studies/insurance-claims-handling-solution/>

01/09/2010 – 31/12/2014 Sintra, Portugal

IT CONSULTANT GLINTT

OutSystems Professional Developer, solution analysis and development, consulting.

Address Beloura Office Park, Edif. 10 Quinta da Beloura, 2710-693, Sintra, Portugal | **Website** <http://www.glintt.com>

25/02/2008 – 31/08/2010 Lisboa, Portugal

ASSOCIATE TECHNICAL CONSULTANT LOGICA

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

Address Av. José Malhoa, 16, Edifício Europa, 1070-159, Lisboa, Portugal | **Website** <http://www.logica.pt/>

05/09/2007 – 25/02/2008 Lisboa, Portugal

SCIENTIFIC INITIATION SCHOLARSHIP FOUNDATION FOR SCIENCE AND TECHNOLOGY (FCT)

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

Business or Sector Education | **Address** Avenida D. Carlos I, 126, 1249-074, Lisboa, Portugal | **Website** <http://www.fct.pt/>

01/09/2007 – 31/10/2007 Lisboa, Portugal

WEB DEVELOPER CLÍNICA DE DOENTES PULMONARES – C.D.P, LDA.

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

Address Campo Grande, n.º 4, 4.º, 1700-092, Lisboa, Portugal | **Website** <http://www.clinicapulmonar.pt>

02/09/2006 – 02/04/2007 Lisboa, Portugal

WEB DEVELOPER, DATA BASE DEVELOPER STAMINA

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

Business or Sector Information and communication | **Website** <http://www.stamina.pt>

● 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.

09/2019 Lisbon, Portugal

SPANISH DIPLOMA LEVEL B1 ICLE Instituto de Cultura e Lingua Espanhola

Can understand the main points of clear standard input on familiar matters regularly encountered in work, school, leisure, etc. Can deal with most situations likely to arise whilst travelling in an area where the language is spoken. Can produce simple connected text on topics, which are familiar, or of personal interest. Can describe experiences and events, dreams, hopes & ambitions and briefly give reasons and explanations for opinions and plans.

11/2017 Lisbon, Portugal

B2 FIRST CERTIFICATE IN ENGLISH Wall Street English

First Certificate in English (FCE) – B2 Level

03/2014 Brussels, Belgium

FIRST CERTIFICATE IN ENGLISH The British Council

Upper-intermediate level qualification (FCE – Cambridge ESOL – 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

Recent 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.

ECHO handles all stages of the claims lifecycle, including:

- Customer management (CRM)
- Correspondence management
- Contract management
- Document flow
- Claims handling – including file/dossier information and financial information
- Integration with external systems (SAP, Batch claim processing, Claim information interfaces).

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 OutSystems 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.

First Projects

From 2010-09 to 2011-11

Customer: ANA – Portugal Airports

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

Customer: ANA – Portugal Airports

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, Sizing of tasks, spring planing.

Detail: Development, integrations with several airport systems, analysis.

Technologies: OutSystems v.4.2, XML, webservices, SQL.

From 2008-02 to 2009-02

Customer: ANA – Portugal Airports

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

Links <https://www.ana.pt/en> | <https://www.outsystems.com/case-studies/streamlined-airport-operations/>

● JOB-RELATED SKILLS

27/11/2021 – 27/11/2027

AWS Certified Solutions Architect – Associate

Comprehensive understanding of AWS services and technologies. Ability to build secure and robust solutions using architectural design principles based on customer requirements. Able to strategically design well-architected distributed systems that are scalable, resilient, efficient, and fault-tolerant.

Link <https://www.credly.com/badges/f7a686f7-2c14-4b3e-888f-477843d0cf54>

Job-related skills

OutSystems Certifications:

- Professional Platform Ops Engineer (OutSystems 11);
- Associate Developer (ODC);
- Architecture Specialist (OutSystems 11);
- Security Specialist (OutSystems 11);
- Professional Mobile Developer (OutSystems 11);
- Expert Traditional Web Developer (OutSystems 11);
- Professional Web Developer (OutSystems 11);
- Professional Traditional Web Developer (OutSystems 11);
- Web Developer Specialist (OutSystems 11);
- Mobile Developer Specialist (OutSystems 11);
- Associate Tech Lead (OutSystems 11);
- Associate Reactive Developer (OutSystems 11);
- Associate Traditional Web Developer (OutSystems 10);
- OutSystems Support (Hub Edition Administration & Support);

Training sessions:

- OutSystems Professional Developer Boot camp;

Link <https://drive.google.com/file/d/18rih8sRjB5Lly153Gzc7o3mccQFD8X3j/view?usp=sharing>

OTHER SKILLS

Other skills

Passion for keeping up with emerging technology and the latest IT trends.

Over the years accumulated experience as stakeholder in various product management and engineering initiatives. Contributing with valuable feedback to the product team and engineering teams.

Always keen on playing a pivotal role in linking business needs with technical solutions, contribute to risk mitigation, cross-functional collaboration, and a continuous improvement loop, fostering the creation of effective, client-driven solutions.

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 8;
- 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 setup all ranges of staging 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

Jan 2019 - Recognised as EMEA OutSystems Solution Architect Rookie of the Year (distinguished for helping out ramping up regions, contributing to SA internal assets and community).

May 2016 - Recognised as OutSystems Most Valuable Professional, that recognises the most exceptional developers in the OutSystems Community whose expertise and contributions are recognised in the entire ecosystem, including customers, partners and the OutSystems team.

Oct 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**

Online Training/Certifications

Dec 2023 - Advanced Architecting on AWS - [Certificate](#)

March 2014 - [Google Analytics Platform Principles](#) with [Google certificate](#) (Google Open Online Course)

July 2012 - [Power Searching](#) with [Google certificate](#) (Google Open Online Course)