Michael Teter

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Sales Engineer | Solutions Consultant | Senior Software Engineer | Solutions Architect | Technical Lead

As a technical leader with over two decades of engineering experience, I excel at translating complex technology into business value for stakeholders at all levels. I've designed and delivered scalable solutions across diverse industries, combining deep technical expertise in backend systems, APIs, and infrastructure with a proven ability to understand customer needs and communicate solutions that drive measurable outcomes.

My unique strength lies in bridging the gap between engineering and business teams — whether mentoring developers, automating customer onboarding, or collaborating with product and sales to align technical capabilities with market opportunities. I bring hands-on experience with modern programming languages, database systems, and performance optimization, paired with a consultative approach that prioritizes understanding business challenges before proposing solutions. Having thrived in remote, cross-functional environments using Agile methodologies, I'm skilled at building trust, managing expectations, and delivering results that improve both operational efficiency and customer satisfaction.

Career Highlights

- Reduced HR onboarding cycle from weeks to days while eliminating gaps and improving stakeholder confidence.
- Engineered and delivered a high performance, high availability infrastructure solution that dramatically reduced business downtime and recovery costs.
- Identified process gaps and configuration errors, enabling telcos to recover millions in revenue and prevent future losses.
- Solved critical productivity bottlenecks for business users by re-architecting a key Excel application, reducing load time from 5 minutes to 10 seconds, tripling calculation speed, and eliminating crashes and corruption.
- Re-engineered legacy system engineer configuration tool, saving users hours of time and frustration during recurring tasks.

- Re-engineered country-scale network management data migration system, cutting upgrade time from days to hours.

Core Competencies

- **Languages/Frameworks:** Elixir/Phoenix LiveView, Ruby/Rails, Python, Clojure, JavaScript
- **Databases:** PostgreSQL, MySQL
- **Specialties:** Systems Architecture, System Integration, Tool Development, Pragmatic Functional Programming, Remote Collaboration, Agile, Mentoring

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Professional Experience

Software Engineer & IT Consultant — Freelance Consulting

Location: remote | **Dates:** 2015-09 – present

- Delivered custom web applications for retail and content management, tailored to client workflows and business needs
- Built integrations between web backends and e-commerce platforms, enabling seamless multi-system connectivity
- Developed bi-directional payment gateways for Bitcoin and Stellar networks, improving customer payment options
- Trained and mentored students and professionals on technical concepts and tooling

Senior Software Engineer — Biller.AI

Location: Netherlands remote | **Dates:** 2022-01 – 2022-07

- Developed APIs for internal and external clients, improving integration speed and reliability for business partners
- Demonstrated functional programming and architecture patterns that improved maintainability and onboarding for new developers
- Paired with junior devs and reviewed PRs to promote best practices and reduce development friction
- Promoted effective SCRUM practices, accelerating delivery and improving team alignment

Senior Software Engineer / SCRUM Master — YoungCapital

Location: Netherlands remote | **Dates:** 2020-01 – 2021-09

- Partnered with product, UX, and business stakeholders to architect and launch a workflow automation system that reduced HR onboarding from weeks to days, eliminating candidate loss and improving team coordination
- Optimized backend data management to reduce cloud costs and improve performance for internal stakeholders
- Mentored junior developers, increasing team output with limited resources
- Planned and implemented major application version migration in incremental, seamless stages with beta and production users
- Developed web applications and APIs
- Reviewed peers' and juniors' code
- Contributed to UX designs and product/business system designs

Software Developer & Infrastructure Manager — IMC

Location: Amsterdam, NL | **Dates:** 2012-09 – 2015-08

- Led infrastructure transformation initiative - assessed risks, developed multiple solution strategies with ROI analysis, presented to executives, and secured budget approval
- Managed vendor selection and negotiation, involving stakeholders in evaluation to ensure buy-in
- Redesigned critical Excel application after analyzing user workflows, reducing load time by 98% and eliminating daily productivity losses
- Built custom integrations between Excel and internal systems which greatly simplified recurring mid-office trade reconciliation processes while reducing errors
- Improved performance and resilience of recurring large data ingestion processes while reducing human change management and troubleshooting effort
- Developed optimal data backup and retention system with Bacula, interchangeable JBODs, and business user-friendly Excel retention policy management interfaces
- Designed server rooms and facilities for New York and Amsterdam offices
- New infrastructure provided multiple benefits
- • High availability with data consistency between US and NL
- • Vastly increased compute performance for existing software systems
- • Greatly simplified financial analysis and model backtesting experiments via rapid compute

provisioning and versioning

- • Virtually eliminated hardware failure recovery time

Software Engineer & IT Generalist — Freelance

Location: US remote | **Dates:** 2011-03 – 2012-07

- Developed e-commerce web applications
- Guided non-technical business leaders on technical topics and solutions

Software Engineer — Martin Dawes Analytics (Lavastorm)

Location: Global remote | **Dates:** 2008-03 – 2011-09

- Served as a technical consultant for Fortune 100 and international telecom clients, identifying millions in revenue leakage and fraud through switch-to-bill reconciliation.
- Delivered business process simulations and on-site and remote training globally, enabling clients to recover millions in lost revenue
- Developed custom analytics solutions and business rule simulations tailored to each client's infrastructure

IT Director — Jetta Operating Company

Location: Fort Worth, TX, US | **Dates:** 2001-05 – 2008-01

- Planned and grew corporate IT infrastructure as the company tripled in size
- Developed custom software solutions for oil and gas equipment management, employee time tracking, and client/partner reporting
- Managed vendors and IT support providers
- Developed custom ETL solutions for ingesting disparate data from acquisitions

Software Engineer — Previous Work at TeleCheck, IBM, NEC America, CompUSA, St. Gobain, Ensemble Studios, MCI/Worldcom

Location: US | **Dates:** 1993 – 2001

- Developed components and tools for AAA computer game
- Developed manufacturing monitoring and management systems
- Designed large data migration solutions for national-scale network monitoring systems
- Developed GUI applications for aircraft maintenance management systems

Education

Principia College — B.S., Computer Science Illinois, USA | 1989–1993