

Louis Foged

Software Engineering | Sales | Business Development | Technical Consulting | Customer Success



Solutions Engineer, Fullstack Web Developer, and Technical Project Manager, with 10+ years of client-facing, multi-stakeholder experience.

I enjoy working in cross-functional contexts, engaging with clients, consulting, leading technical projects and teams, developing processes, mentoring, and writing code.

I value clear communication, teamwork, clarity of vision, strategic action, transparency, resourcefulness, and continuous incremental improvement.

✉ louis.foged@gmail.com 🌐 <https://www.louisf.dev/> 📞 +45 2559 5448

HIGHLIGHTS

- Established new Solutions Engineering team from scratch: 0-5 engineers - Filament Syfter
- Managed multiple technical projects, partnerships, and DevRel initiatives worth £25,000-£650,000 - TriliTech
- Built 30+ SaaS integrations from scratch - Tray.ai
- Revamped developer onboarding and mentoring process for team of 35+ developers - Tray.ai



PROFESSIONAL EXPERIENCE

May 2024 -
Present

Freelance – England

Technical Solutions Consultant & Fullstack Developer

- Advising SMEs on technical- (pre-/post-) sales and architecture, engineering processes, and internal tooling.
- Creating process- and onboarding plans for Solution Engineering functions.
- Defining internal workflows between Go-To-Market, Engineering and Product functions.
- Creating and improving client onboarding/customer success processes.
- Fullstack development, code reviews, mentoring: internal tools, client projects.

Tech stack: Node.js | JavaScript | Go | Svelte | MongoDB | AWS

Aug. 2023 -
Mar. 2024

Filament Syfter – England

Head of Solutions Engineering - fixed-term contract

- Established the Solutions Engineering team from scratch (0-5 engineers).
- Designed and led end-to-end processes and delivery workflows for Solutions Engineering team.
- Designed and led the implementation of a cross-team, 3-tier (L1-L3) technical support process.
- Fullstack development, code reviews, mentoring: client solutions, internal tools, sales demos.

Tech stack: Node.js | JavaScript | TypeScript | Svelte | MySQL | GCP

May 2022 -
Jul. 2023

TriliTech (Tezos blockchain) – England

Presales Engineering Lead

- Technical project management across global, cross-functional, internal and external teams.
- Led integration projects: requirements gathering, feasibility analyses, negotiations, to delivery.
- Technical consulting and support for clients, prospective clients, and localised GTM teams.
- Developer Relations: organised hackathons, helped revamp Tezos' Developer Portal, etc.
- Technical due-diligence on investment projects for Tezos Foundation.

- Fullstack development: POCs, internal tools, SDKs.

Tech stack: [Node.js](#) | [JavaScript](#) | [React](#) | [AWS](#)

Sep. 2021 -
Mar. 2022

Pexip – England & Denmark

Developer Advocate (EMEA) - fixed-term contract

[B2B software development for companies in the financial sector.](#)

- Established processes and strategic direction for the Developer Relations team (5 engineers).
- Technical product training for client engineering teams and channel partners.
- Technical Presales, consulting, customer onboarding, Solutions Engineering, and upselling.
- Integrations: hands-on development and consulting on integration of 3rd party services.
- Fullstack development: APIs, POCs, plugins, client solutions, internal tools, sales demo library.

Tech stack: [Node.js](#) | [JavaScript](#) | [React](#) | [Vue.js](#) | [AWS](#), [Azure](#), [GCP](#)

Aug. 2020 -
Sep. 2021

Tray.ai – England

Node.js (JavaScript) Developer

- Led improvement of onboarding and mentoring process for new junior-mid level developers.
- Integrations: developed, maintained, and enhanced integrations with 30+ SaaS APIs.
- Backend development, code reviews, mentoring - REST APIs, internal tools, libraries, etc.

Tech stack: [Node.js](#) | [JavaScript](#) | [AWS](#)

Dec. 2019 -
Jul. 2020

Calibrate Consulting – England

Node.js (JavaScript) Developer - fixed-term contract

[Software development for enterprise clients in the financial sector.](#)

- Developed REST API for financial dashboards at HSBC (tier-1 global bank).

Tech stack: [Node.js](#) | [JavaScript](#) | [MongoDB](#)

Oct. 2017 -
Nov. 2019

Code-Founders – Denmark & Remote

Node.js (JavaScript) Developer / Business Developer / Founder

- End-to-end sales, negotiations, account management, and requirements gathering.
- REST API design and development, project management, workflow- and delivery management.
- Fullstack web development, code reviews, mentoring.

Tech stack: [Node.js](#) | [JavaScript](#) | [React](#) | [Vue.js](#) | [MongoDB](#) | [Firebase](#) | [Heroku](#) | [Netlify](#)

Jan. 2016 -
Sep. 2017

RedWasp Cybersecurity – Romania, Denmark, England, Europe

Business Developer / Co-founder

- End-to-end sales (B2B), account management, requirements gathering, and customer service.
- Established partnerships with start-up incubators across Europe.

Feb. 2014 -
Nov. 2015

AIRTAME – Denmark & Europe

Sales Manager (B2B)

- Strategy & Sales: created and executed Airtime's initial sales strategy.
- End-to-end sales, account management, customer service, and technical support.
- Operations: built a pan-European B2B distributor- and reseller network, from scratch.
- Training: product training, and technical sales support for distribution and reseller partners.

Oct. 2012 -
Jan. 2014

Royal Danish Army: Infantry Regiment – Denmark

Fireteam Leader - Lance Corporal

- Tactical planning, and team leadership.
- Organised ongoing specialist skills training for my team members.

Jan. 2012 -
Sep. 2012

Mikunguni Youth Development Organisation (MYDO) – Tanzania

Organisational Capacity Builder

- Fundraising: raised £12,000 for vocational- and life-skills training for young adults.

- Partnerships: secured UNAIDS outreach partnership and ongoing funding agreement.
- Training: delivered project management and organisational development training workshops.

Feb. 2010 - **Singapore International School** – Vietnam
Jul. 2010 **Social Sciences & Physical Education teacher**

Sep. 2008 - **Royal Danish Army: Communications Regiment** – Denmark
Dec. 2009 **Fireteam Leader - Lance Corporal**



EDUCATION

University College London (2011) - England
MSc Management - Merit

University of Southampton (2008) - England
BSc (Hons) Sociology - 2:1



ADDITIONAL

EXTRACURRICULAR Running, swimming (qualified lifeguard), reading, movies, diving, calisthenics, cooking.
Currently learning Go(lang), and finance (focus: alternative investments and RWAs)

LANGUAGES English: native fluency
Danish: native fluency