

Karel Malý

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<https://www.karelmaly.com/>

Summary

I am a dynamic Python Developer and Technology Consultant with a background in crafting technology solutions for Hewlett Packard Enterprise and managing diverse freelance projects. Based in Prague, Czechia, my expertise encompasses web development, data analysis, process automation, etc.

Technical Skills:

- Python (OOP, Flask, FastAPI, pandas, scrapy, selenium, pytest, kivy)
- HTML
- CSS
- Javascript
- PowerShell
- Linux
- IaaS (Ansible)
- Docker
- REST API
- Databases (PostgreSQL, Microsoft SQL Server, MongoDB, SQLAlchemy)

I am currently involved in software development, data analysis, data scraping, linux, databases and servers.

Websites:

<https://github.com/karlosmatos>

<https://karelmaly.com/>

Experience

Technology Consultant

Hewlett Packard Enterprise

Oct 2023 - Present (4 months)

Responsibilities:

- Engagement in clients technical communication
- Design and develop comprehensive technology solutions
- Implement infrastructure as a code (IaaS) practices to automate and manage the provisioning of infrastructure
- Data analysis for decision-making solution

Technologies: Python, Powershell, Ansible, Servers, Power BI, REST APIs, Git, Linux, Data Analysis

Freelance

Freelance (Self employed)

Jun 2022 - Present (1 year 8 months)

Self-managed projects for clients focused on these services:

- Web Development
- Process Automation
- Data Analysis
- Data Scraping

References: Semat Servis, FaceUp

Junior Technology Consultant

Hewlett Packard Enterprise

Oct 2022 - Oct 2023 (1 year 1 month)

- Set up Linux server project and ensure its smooth operation
- Automate approval process for global benchmarks to improve efficiency
- Perform data analysis for client discounts to drive informed decisions
- Collaborate with cross-functional teams and provide technical support

Technologies: Linux, Python, Docker, Power Automate, PowerBI

Python Developer

Forloop.ai

Sep 2022 - Present (1 year 5 months)

- Develop and maintain Python-based web scraping and data extraction tools using Selenium, Requests, Scrapy
- Work closely with the data science team to integrate the extracted data into Forloop.ai's platform
- Collaborate with the engineering team to design and implement new features and functionalities to the existing software products
- Conduct thorough testing and debugging of the software to ensure that it meets the required specifications and standards

Technologies: Python, Selenium, OOP, MongoDB, Git, Software Development

Sales Operations Manager

Leadpicker

Apr 2021 - Jun 2022 (1 year 3 months)

- Prospecting for future leads and automating lead generation processes.
- Analyzing buyer personas and finding potential opportunities for the company.
- Preparing weekly, monthly and ad-hoc reports on sales campaigns and presenting results with future plans.
- Coordinating with other departments in the company to ensure the smooth running of sales.

Outreach Manager

Leadpicker

Sep 2019 - Apr 2021 (1 year 8 months)

- Responsibility for communication with startups in the name of our client
- Helping with the structure of timelines and outreach messages
- Specializing in emailing outreach and other forms of communication

- Responsibility for my team and all their tasks



Startup Analyst

Leadpicker

Jun 2018 - Apr 2021 (2 years 11 months)

- Startup scouting for investment opportunities for clients like Accelerators, VCs, and Incubators
- Validation of publicly available databases and search for startups with the potential to fill clients' acceleration programs with relevant startups with potential
- In 2018 Leadpicker has Achieved 323% Y/Y growth in revenues.



Junior Outreach Manager

Leadpicker

Sep 2018 - Sep 2019 (1 year 1 month)

- Responsibility for delivering applications for our clients
- Reporting to the outreach manager and COO
- Specializing in communication and how to communicate better with startups

Operations Assistant

Precheza a. s.

Jan 2016 - Jan 2018 (2 years 1 month)

- Warehouse operations assistant
- Responsibility for smooth logistics inside the warehouse

Education



Prague University of Economics and Business

Bachelor's degree, Bachelor of Business Administration

2019 - 2023

Thesis: Implementation of automated sales processes with AI in the startup

Gymnazium Jakuba Škody

Sep 2014 - Jun 2018

Studies completed by the matriculation examination

Licenses & Certifications



Digital Garage - Google



Programming in Python and SQL - Bee IT



Microsoft Certified: Azure Fundamentals - Microsoft

Introduction to GitOps - The Linux Foundation

Skills

Continuous Integration and Continuous Delivery (CI/CD) • Object-Oriented Programming (OOP) • Enterprise IT Infrastructure • Microsoft Azure • Storage • Server Administration • REST APIs • Git • Linux • Python (Programming Language)