

Michał Piecuch

Data Engineering Intern | Python, SQL and pipeline work

Contact

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Education

B.A. Computer Science

Polish-Japanese Academy of Information Technology (PJAiT) (part-time, 2024–2026, in progress)

M.A. Mechanical Engineering

Warsaw University of Technology (2005–2010)

Erasmus Exchange
University of Natural Resources and Life Sciences, Vienna (2009–2010)

Languages

English (C2+)
Polish (native)
Spanish (B1)
German (B1)
Russian (A1)

Professional Summary

3rd year Computer Science student completing a fast-track engineering degree (2024–2026) at the Polish-Japanese Academy of Information Technology, moving into data engineering after a career selling software development. Thirteen years in B2B technology sales, most recently selling Python engineering work to CTOs, CIOs, Chief Data Officers and Heads of AI, means I have heard data problems described by the people who own them.

Professional Experience

- **Senior New Business Manager, Security Operations Centre** — Tenesys
(cloud & DevOps house, AWS/Azure/GCP partner; London, Mar 2025 – present)
 - Launched a new SOC service (real-time security monitoring of client infrastructure) on Polish and international markets, owning the cycle from first contact through contract and onboarding
 - Researched the cybersecurity market and competitor offerings, ran outbound campaigns in Sales Navigator and Apollo, and reported pipeline in Pipedrive
- **Senior New Business Manager, UK & Ireland** — STX Next
(software development services; Warsaw and Belfast, Jul 2023 – Apr 2025)
 - Sold end-to-end Python projects to CTOs, CIOs, Chief Data Officers and Heads of AI, scoping requirements into delivery plans; 170% discovery-call attainment FY24
- **Director, Engineering & Business Development** — Neat Group
(outsourcing; London, Jan 2018 – present)
 - First sales hire: built the function to ca. £250k annual value; FY22 at 139% of quota

Technical Skills

- **SQL:** queries, joins, schema design (MySQL, SQLite)
- **Python & data:** pandas, NumPy, ETL/ELT, cleaning, transformation, Jupyter
- **Cloud & infrastructure:** Azure/AWS basics, Docker, Kubernetes, Terraform
- **Engineering practice:** Git, GitHub, Linux, Bash, REST APIs, Flask, Django
- **AI tooling & BI:** Claude Code, Cursor; Dataiku, Tableau, Power BI

Selected Coursework

- **Coursework:** PJAiT Database Systems (2025), Relational Databases (2024), Fundamentals of ML (2026), ML Operations (2026), [NVIDIA Deep Learning \(2024\)](#)