



Alexander Lechner

Product Consultant

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alex-lechner

SOFT SKILLS

Proactive

I'm a personified push-notification system so you don't have to ask me for any progress updates.

Reliable

I keep 98% of my commitments & deadlines that are 100% within my control.

Problem- & outcome oriented

What you want ≠ what you need. I focus on defining the problem and the desired outcome.

LANGUAGES

German
native

English
fluent

INTERESTS

Reading books

Graphic design

Music production

About me

As an entrepreneur and devoted problem-solver, I thrive on tackling technical issues, design challenges, and business problems. I genuinely enjoy delving deep into understanding the problem to its fullest extent - exploring the painful consequences and identifying the root cause.

This approach is both a blessing and a curse: A blessing for colleagues and partners who value critical thinking and seek the truth, yet a curse for those who are intellectually lazy and unwilling to go the extra mile.

Over the past decade, my mindset has evolved through various collaborations with startups and the founding of three ventures. Time and time again, these experiences have reinforced the same invaluable lesson:

Love the problem, not the solution!

Clients have hired me for the following use cases:

- **Product strategy:** Specify the key problem, the target customer, and their willingness to pay.
- **Product development:** Take a product from idea to a successful market launch.
- **Customer Insights:** Understand the reason WHY your customers bought your product, as their reasons likely differ from your assumptions.



SKILLS

Python 6 years XP

pandas, pydantic, OpenCV, Flask
luigi, poetry, Numpy, scikit-learn,
Jupyterlab, Matplotlib

JavaScript 8 years XP

TypeScript, Node.js, RxJS, Nuxt.js/
Vue.js, React

Dart 3 years XP

Flutter, GetX

NoSQL 5 years XP

RethinkDB, SurrealDB

Docker 5 years XP

User research 5 years XP

CI/CD 1 1/2 years XP

GitLab CI, Jenkins

Data streaming 1 year XP

ZeroMQ



Checkout my GitHub profile to see the quality of my code and documentation: <https://github.com/alex-lechner>

**SIMACEK GmbH**

Technical Product Consultant, Mobile Engineer

9/2023 - now

Simacek is one of Austria's largest family-owned companies for technical facility management and cleaning, as well as hygiene and pest management, with several locations in Europe.

<https://simacek.com>

Industry: Facility Management

Project size: Mid-size (10 people)

Skills and expertise

- Dart (Flutter, GetX)
- Fastlane
- CI/CD
- Integration Testing
- UX-Design & Prototyping
- UI-Design

Activities

- Developed the product strategy for an internal product by defining the target audience, articulating the problem statement, and designing the user flow and user interface with low fidelity- & high fidelity mockups.
- Designed and developed the Android and iOS mobile apps in 4 languages.
- Development of a CD pipeline for the creation of screenshots (in the supported languages) and the creation of archive files for Android and iOS.

Business Impact

- Eliminated internal disputes between facility managers and workers through greater transparency of working hours for payroll accounting.
- Eliminated redundant tasks by replacing manual paperwork with digital dynamic quality assurance forms.

**statycs GmbH**

Technical Product Consultant, UX Designer, Frontend Developer

8/2023 - now

statycs is an FP&A software for SMBs that need to forecast and to plan beyond the current financial year.

<https://statycs.com>

Industry: Finance

Project size: Startup (<10 people)

Skills and expertise

- Vue.js
- Pinia
- UX Design
- Prototyping

Activities

- Developed the product strategy by defining the target audience, articulating the problem statement, designing the user flow and user interface with low fidelity mockups, recommending the pricing strategy, and giving advice on customer acquisition.
- Developed the web application frontend.

**lobi**

Technical Product Lead, Mobile Engineer, Data Scientist, Co-Founder (CEO)

10/2018 - 12/2023

lobi is a mobile app that assists Uber- and Bolt drivers to earn more money for each ride by predicting customer demand.

<https://lobi.ai>

Industry: Mobility

Project size: Startup (<10 people)

Skills and expertise

- **Python** (pandas, pydantic, poetry, luigi, NumPy, Flask, scikit-learn, Matplotlib, Jupyterlab)
- **RethinkDB**
- **SurrealDB**
- **User Research & UX-Design**
- **Dart** (Flutter, GetX)
- **Javascript** (Node.js, TypeScript, RxJS)
- **Docker**
- **UI-Design**

Activities

- Designed and developed the Android and iOS mobile apps.
- Developed partnerships and conducted user & customer interviews to improve the product.
- Gathered data sets of over 200.000 data points from exclusive partnerships.
- Developed a machine learning application for geospatial data analysis.
- Built ETL pipeline and linked data from independent data sources.
- Ensured data integrity through cleansing and data validation.

Business Impact

- Grew from 0 to over 200 registered users within 5 months.
- Acquired our first paying customers despite initial skepticism by the target group.
- Gained unfair competitive advantage through unique datasets from partners.



AIKONE

Technical Product Lead, System Design, Co-Founder (CTO)

10/2018 - 11/2023

AIKONE helps content creators transition from "brand promoters" to "brand owners" by developing their sustainable fashion brand.

<https://aikone.at>

Industry: Fashion

Project size: Startup (<10 people)

Skills and expertise

- **Python** (pandas, pydantic, poetry, luigi, NumPy, Flask, scikit-learn, Matplotlib, Jupyterlab)
- **JavaScript** (Node.js, TypeScript, RxJS, Nuxt, Vue 2, React)
- **User Research & UX-Design**
- **Rapid Prototyping**
- **UI-Design**
- **Docker**
- **RethinkDB**

Activities

- Conducted over 160 customer interviews to discover (expensive) problems.
- Analyzed the sales performance of our customers and built dashboards for visualizations.
- Built ETL pipeline to fetch, crop, and remove the background of product images (also from 3rd party APIs).

Business Impact

- Grew from 0 to 8 paying customers without industry know-how or -experience (despite the 1st COVID-19 lockdown).
- Discovered valuable trade secrets in fashion development, -manufacturing, and -product launches.
- Achieved a conversion rate of over 1.5% on our customers' first product launch.
- Reduced our project managers' effort by over 20% with internal tools.
- Facilitated internal workflows for product lifecycle management.



Gestalt Robotics

Technical Consultant, Backend Python Developer

4/2023 - 5/2023

Gestalt Robotics is a technology provider for intelligent industrial automation through robotics applications.

<https://gestalt-robotics.com>

Industry: Robotics

Project size: Mid-size (10 people)

Skills and expertise

- **Python** (poetry, pydantic, NumPy, rospy, OpenCV)
- **ROS** (Robot Operating System)
- **ZeroMQ**
- **Docker**

Activities

- Assisted in conceptualizing and building a Robotics-as-a-Service platform with an SDK for NEOM in Saudi Arabia.
- Developed a CLI using Python and a CI pipeline to build and publish it as a Python package.
- Created a method to track objects in images from different angles and perspectives.
- Conducted in-depth research and analysis on using DDS (Data Distribution Service) as a communication protocol.
- Proposed and implemented a documentation guideline and structure projects across the entire company.
- Implemented a method to decode binary ROS messages without the need for ROS as a dependency.

Business Impact

- Decreased code setup time by 87%, from 4 hours to under 30 minutes through improved documentation.



CleverShuttle

Data Scientist

2/2018 - 7/2018

CleverShuttle helps people to get from A to B emission-free with electric- or hydrogen vehicles.

<https://clevershuttle.de>

Industry: Ride-Hailing, Ride pooling

Project size: Mid-size (>50 people)

Skills and expertise

Python (pandas, NumPy, scikit-learn, Matplotlib) **Java** (Spring Boot)

Activities

- Analyzed geospatial data with machine learning.
- Achieved a prediction rate of 70% for ride requests.

Business Impact

- Pioneered ride demand prediction at the company and helped increase sales through surge pricing.



PlanRadar

Mobile Engineer (Android)

11/2016 - 8/2017

PlanRadar is a web- and mobile application that facilitates the defect management process for architects and builders on construction sites.

<https://planradar.com>

Industry: Construction

Project size: Startup (<10 people; 1st employee)

Skills and expertise

- **Java** (for Android)
- **PHP** (WordPress)
- **JavaScript** (jQuery)

Activities

- Built the website and developed the Android application.
- Reduced daily app errors by 75% from 40 to 10.

Business Impact

- Improved the stability & maintainability of the product.



Freelancer in Web Development

Web Developer

9/2015 - 12/2017

I created stunning websites for clients like UBS, Sigmund Freud PrivatUniversität Wien, and various businesses/institutions.

Industry: Various

Project size: Small - Mid-size

Skills and expertise

- HTML & CSS
- JavaScript (jQuery)
- PHP (WordPress)

Activities

- Developed & administered more than 15 easily maintainable websites.
- Created unique web designs and customized existing design templates.

Business Impact

- Improved the online presence of small and large business owners.



Österreichische Post AG

Web Application Developer (Internship)

7/2015 - 8/2015

Österreichische Post AG is Austria's leading logistics and postal service provider.

<https://post.at>

Industry: Post

Project size: Enterprise (> 10.000 people)

Skills and expertise

- HTML & CSS
- C#
- Javascript (jQuery)

Activities

- Designed & developed an internal tool for monitoring.
- Increased report creation to 2.000+ reports per month.

Business Impact

- Facilitated the business activity monitoring of stores.

PROJECTS



peary

Technical Product Lead, Mobile Engineer, Co-Founder (CEO)

9/2014 - 10/2016

For my diploma thesis at »Die Graphische«, I founded the startup Peary and developed an Android & iOS application with my thesis partner.

We were even interviewed for an article in one of Austria's largest newspapers, »Kurier«: <https://kurier.at/wirtschaft/digital-life/wie-sich-die-einkaufskanaele-verbinden/196.686.914>

<https://github.com/alex-lechner/peary-for-android>

EDUCATION



die Graphische
Multimedia Diploma

9/2014 - 10/2016

<https://graphische.net>

Activities

- Realized 25+ projects in Web, Audio, Film & Graphic Design.
- Developed an app & founded a startup called »Peary« for my diploma thesis.

CERTIFICATIONS



Self-Driving Car Engineer Nanodegree
Udacity

4/2018

<https://graduation.udacity.com/confirm/LPPXVGDA>

Skills and expertise

- **Python** (OpenCV, Keras, TensorFlow, rospy, Jupyterlab)
- **C++**
- **ROS** (Robot Operating System)

Activities

- Programmed every software component in 13 projects.
- Evaluated the gained knowledge on a real self-driving car.