

CREW FILE | Engineer, tech lead and investor. Available for hard problems.



ENGINEER • TECH LEAD • INVESTOR

Engineer and tech lead.

Ten years of Rails, a few companies of my own, and a habit of making expensive systems simpler.

Engineer. I build things, fix expensive systems, and back people bringing the future forward. Freelance tech lead for Autobutler alongside short-term development contracts. Technical due diligence for VCs now and then, and I build and run my own products.

Before that: tech lead at Autobutler, where the tech spend came down by millions a year while the team kept shipping; two com-

panies of my own; and national-scale systems covering the education of 2M+ Danish citizens at UNOIT.

NOW	Tech Lead / Software Developer, freelance
LANGUAGES	Danish (native), English (fluent)
WRITE	marcuswilstrup@gmail.com
ONLINE	marcuswilstrup.com

EXPERIENCE

Ten years, most recent first

MAR 2022 - PRESENT
• FREELANCE

Freelancer
Tech Lead / Software Developer

Freelance tech lead for Autobutler alongside short-term development contracts. Technical due diligence for VCs now and then, and I build and run my own products.

- ◆ Tech lead for Autobutler: simpler architecture and steady delivery with a smaller team
- ◆ Technical due diligence for VCs across early- and growth-stage deals
- ◆ Build and operate my own products: Tabularium, Notarium, Testarium, Keystone and Valarom

APR 2021 - FEB 2022
• EMPLOYED

Autobutler
Tech Lead / Software Developer

Lead full-stack Rails developer responsible for a small team and a large estate: a Rails monolith, microservices in Ruby and Elixir/Phoenix, and a React SPA.

- ◆ Cut tech spend by **2M+** DKK a year in infrastructure alone; multi-million in total
- ◆ Kept delivery velocity while rightsizing engineering from **11 to 4**
- ◆ Systematically removed complexity so a small team could own and extend the codebase
- ◆ Drastic, positive impact on the cost base and profitability

MAR 2020 - JUL 2022
• FOUNDER

ProCollective
Co-Founder & Lead Developer

Co-founded and led development of a freelance management system for companies growing with a flexible workforce. Sunset in 2022 to focus on higher-impact work.

- ◆ Shipped the first version as a Vue SPA on a Rails REST backend
- ◆ Migrated to Rails + Stimulus/Turbolinks, which markedly increased delivery speed
- ◆ Onboarded several clients, including enterprise clients such as Publicis Groupe

MAR 2019 - MAR 2021
• EMPLOYED

Autobutler
Software Developer

Full-stack Rails developer across multiple projects.

- ◆ Built algorithms that increased core product revenue
- ◆ Reduced complexity and automated operations; scaled reliably to **1M+** users
- ◆ Delivered major systems, including integrations with large insurance companies and a white-label platform

JAN 2019 - SEP 2021

FOUNDER

MIX IT

Co-Founder & Lead Developer

Co-founded a startup building Adea, a mobile ordering and point-of-sale system.

Built a browser-based POS in Rails + AngularJS with real-time websocket connections

Launched a mobile ordering app and PWA with the Ionic framework

Landed the first clients; closed in 2021

FEB 2016 - FEB 2019

EMPLOYED

UNOIT

Lead Software Developer

Led development from zero to production of a platform for special high schools across Denmark.

Adopted by 250+ schools for scheduling, grading, attendance and more

Travelled all over Denmark to demo, sell to and onboard schools

Work contributed materially to UNOIT's acquisition by EG

JAN 2015 - FEB 2016

EMPLOYED

UNOIT

Software Developer

Full-stack Rails and AngularJS developer on national-scale systems monitoring the education of 2M+ Danish citizens.

Delivered national-scale systems covering the education of 2M+ Danish citizens

Built multiple integrations with Danish government systems

SKILLS

LANGUAGES

Ruby · Python · JavaScript

FRAMEWORKS

Ruby on Rails · React · Vue · Angular(JS) · React Native · Ionic

APIS & ARCHITECTURE

GraphQL · REST APIs · Microservices

DATABASES

PostgreSQL · MySQL · MongoDB

INFRASTRUCTURE & DEVOPS

Docker · Heroku · Linux/Nginx · Self-hosted

FRONTEND

Tailwind CSS · Bootstrap

LANGUAGES

Danish

English

NATIVE

FLUENT

ADVISORY & DILIGENCE

Advised engineering teams on productivity and foundational architecture, including Mindpool (acquired). Technical due diligence for VCs.

INTEGRATIONS & SCALE

Stripe and Stripe Connect; Nets and Bankgirot file-based payments; Customer.io and SendGrid at 1M+ SMS and emails a month; 1B+ background jobs processed; OAuth, SAML and NemID single sign-on; a data warehouse covering 2M+ citizens.

INVESTMENTS

GROWTH STAGE

SpaceX (SPV, 2023 · now public)

Relativity Space (SPV, 2024)

xAI (2025 · merged into SpaceX, 2026)

Anduril (Series G & H, 2025-26)

Groq (Series E, 2025 · exited 2025)

Erebor (2026)

EARLY STAGE, VIA SYNDICATE

Hosted AI (Seed, 2023)

Braive (Seed, 2023)

North Propulsion (Seed, 2024)

Names and stage only; public holdings.

CLASSIFIEDS

Replies to the crew file, by any channel below.

WANTED: hard problems. Expensive systems to make simpler, teams to lead, products to ship. Write to marcuswilstrup@gmail.com.

FRACTIONAL CTO & TECH LEADERSHIP: SaaS companies, marketplaces and B2B platforms whose tech has grown more complex and more expensive than the business needs.

RAILS FOR MATURE APPLICATIONS: Product teams with a Rails monolith that has been in production for years and needs senior hands.

TECHNICAL DUE DILIGENCE: VCs, angel investors and acquiring companies.

CONTACT:

✉

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in

[linkedin.com/in/marcuswilstrup](https://www.linkedin.com/in/marcuswilstrup)

github

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X

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ALWAYS CURRENT: the live edition of this file is at marcuswilstrup.com/cv.