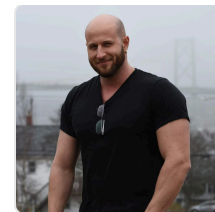


Ray Winkelman

PRINCIPAL SOFTWARE ARCHITECT / FRACTIONAL CTO

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github.com/rwinkelman St. Petersburg, Florida, United States



Software architect with 12+ years building platforms for Fortune-scale retail, asset management, and security organizations. Now focused on leadership, AI systems, agentic architectures, and distributed infrastructure; and re-structuring engineering teams for the AI era. Available as a fractional CTO for teams that need senior technical leadership, architecture, and AI-era delivery without a full-time executive hire.

EXPERIENCE

Shadow Software LLC

December 2024 – Present

Founder · Remote

Built TERRA — jurisdiction intelligence for founders deciding where to live and incorporate. Compare entity structures, tax regimes, financial rails, and risk appetite to build practical structuring plans. TERRA Pro unlocks payment processors and banks.

Home Depot Inc.

November 2022 – June 2023

Senior Software Engineer, Contract · Remote

Senior Engineer on an Agile team maintaining QuoteCenter — the Pro ordering platform for the world's largest home improvement retailer (Fortune 17, \$157B revenue). Led development across 40+ .NET microservices and orchestrations; secondary ownership of Google Cloud, Harness, and CircleCI IaC.

Capital Group Inc.

March 2022 – August 2022

Lead Software Engineer, Scrum Master, Contract · Remote

Lead Engineer and Scrum Master at one of the world's largest asset managers (\$3.2T AUM). Directed 5–16 engineers on a large-scale data platform, owning planning, execution, cross-team coordination, and technical direction over REST APIs and microservice orchestrations.

Union.dev Software Inc.

March 2022 – May 2022

Principal Software Engineer, Shareholder · Remote

Helped build the first version of Union.dev's .NET platform — the operating system for unions. Contributed foundational workflows for member records, dues, grievance tracking, dispatch, and pension and benefits administration that the company now runs at enterprise scale across North America on Microsoft Azure. Early shareholder and founding engineer on the technical leadership path as the platform scaled.

Kangaroo Solutions Inc.

November 2020 – May 2021

Director of Engineering, Shareholder · Remote

Managed a team of 3–5 engineers building the Kangaroo food delivery platform from concept to 30+ regions across Atlantic Canada, and e-commerce applications for global brands including McDonald's, Subway, Dairy Queen, and A&W. Founding architect and delivery lead. .NET REST API on AWS with React and React Native.

Elfster Inc.

March 2018 – November 2019

Senior Software Engineer, Shareholder · Remote

Scaled Elfster's gift exchange platform from 6M to 15M users on a bootstrapped, remote-first team. .NET REST API, two Chrome extensions, and Vue.js frontend; secondary AWS infrastructure.

6Joe's Software Inc.

October 2017 – March 2018

Founding Software Engineer, Shareholder · Halifax, Canada

Founding architect and development director of the 6Joe's fantasy golf platform, concept to launch. .NET REST API on Azure with Vue.js and Cordova.

Unisys

February 2017 – April 2017

Software Engineer III · Remote

Worked on a large confidential data migration, system re-architecture, and software development project.

BeyondTrust Software Inc.

September 2015 – February 2017

Software Engineer · Halifax, Canada

Cybersecurity engineer at an invite-only, seven-time Gartner Magic Quadrant PAM leader. BeyondTrust is trusted by 75 of the Fortune 100 and ALL US cabinet-level federal agencies for privileged access management, zero-trust security, and identity governance. Contributions under NDA.

HarvestHand Inc.

June 2015 – September 2015

Software Developer · Wolfville, Nova Scotia, Canada

Ground-floor startup built on a multi-tenant Zen framework PHP application. Won the AVCC Agriculture Innovation Accelerator Award and delivered an economic impact of \$21 million in the Community Shared Agriculture (CSA) farm space.

EDUCATION

Nova Scotia Community College, Institute of Technology

2013 – 2015

Information Technology Diploma, Honours — 4.0 GPA, Computer Programming concentration.

A 97/100 average across the 22 course diploma.

Acadia University

2011 – 2013

Advanced Mathematics, Biology, Psychology, and Sociology coursework.

CREDENTIALS

SC-100	Microsoft Cybersecurity Architect
AZ-305	Designing Microsoft Azure Infrastructure Solutions
AI-500	Design and Implement Multi-Agent AI Solutions
AB-100	Architecting Agentic AI Business Solutions
AZ-120	Planning and Administering Microsoft Azure for SAP Workloads
SC-900	Microsoft Security, Compliance, and Identity Fundamentals