

Ethan Lawinsky

Solutions Architect

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Solutions architect who **owns the full loop**: scope the business problem, design the solution, and deliver it — building and hosting the tooling myself with AI-assisted development when the job calls for it. 2+ years designing custom merchant-processing solutions for businesses doing **\$30M+ in annual volume**.

EXPERIENCE

Blue Sage Payments — Payments Solutions Architect

Oct 2022 – Mar 2025

- Owned custom merchant-processing solutions end to end for businesses processing \$30M+ in annual volume — discovery, solution design, implementation, and ongoing account management.
- Led client discovery and brainstorming sessions to surface real operational needs, then engaged engineering and hardware/software vendors to design, deliver, and integrate the right solution.
- Served as each client's single point of contact from scoping through go-live and beyond, owning the relationship and resolving issues post-launch.

Refract Spaces — Founder

2025 – Present

- Research, build, and test systematic futures-market strategies end to end, including the custom tooling to do it: a tick-level replay simulator and a walk-forward validation engine that enforces out-of-sample discipline.

Kramer Agency — Insurance Agent → Recruiting Director & Trainer

Jan 2020 – Jan 2022

- Sold final-expense life insurance as a fully self-directed agent; promoted to build the agency's recruiting and training systems, developing agents from onboarding to first sale.

SKILLS

Solution Delivery: Requirements discovery · solution design · REST API integration · document & workflow automation (Zapier, Google Apps Script) · AI-assisted development (Claude Code)

Technical: Python · JavaScript / Node.js · FastAPI · WebSockets · PostgreSQL · Linux · real-time data pipelines

Business: Payments & merchant processing · vendor & developer coordination · client relationship management · Excel / Sheets modeling

SIDE PROJECTS

Law-Firm Client Intake & E-Signature Automation *Apps Script · PDF autofill · Resend · e-signature API*

Automated intake-to-signature pipeline for a law firm: captures client data, autofills and sends documents, and tracks every document's status in a single dashboard.

Trade Chart *Python · FastAPI · WebSockets · JS · open source*

Browser-based, tick-level futures replay simulator and live monitor for 15 CME contracts, with simulated order execution under realistic conditions.

Kalshi Real-Time Trigger Bot *Python*

Real-time speech-recognition pipeline: transcribes live audio, detects target keywords, and triggers an automated API action the instant they're spoken.