

Hernando Delgado

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Profile

Bilingual software professional skilled in API design and fluent in JavaScript, Ruby, Go, and Typescript. Combining deep technical acumen with client engagement skills, I bridge the gap between technical teams and clients, translating complex concepts to drive product value in the tech industry.

Professional Experience

Signet, Software Engineer 03/2023 – present

With three engineers, co-created Signet, an open-source, cloud-native framework for API contract testing, reflecting our intensive training and dedication to real-world solutions.

- Developed and integrated the Deploy Guard feature, utilizing React for front-end and Node.js for the back-end development, to enable monitoring of deployments across diverse environments. This feature empowers developers by allowing identification and alignment with relevant contracts, enhancing the safety and efficiency of application updates.
- Successfully brought the percentage of internal stateful tests that were unreliable (flaky) from 50% to 0% by implementing per-test SQL transactions.
- Architected both a relational database schema and a Node.js database client module to drive system robustness.
- Presented Signet during a live tech talk. [View the presentation here](#)  .
- Authored a technical case study on the contract testing domain, detailing the technical design decisions and challenges encountered during the development of Signet. [Access the case study here](#)  .

Independent, Software Engineer 07/2021 – 03/2023

- Began my transition from recruiting to software, concentrating on skill development and open-source contributions.
- Developed Request Binder, a real-time tool for webhook monitoring and testing.
- Created ContactHub and CartMate, built with JavaScript, Node.js, React, and MongoDB.

HD Recruiter, Founder 12/2012 – 09/2022

- Spearheaded the establishment and growth of HD Recruiter, securing a consistent 15% YoY growth and maintaining a 98% candidate retention rate two years post-placement.
- Oversaw all facets of business development, from client acquisition to retention, excelling in negotiations and presentations to forge enduring partnerships and ensure consistent client satisfaction and loyalty.
- Formulated and executed comprehensive sales cycles: identifying prospects, crafting customized pitches, finalizing terms, and closing deals, driving sustained business growth and client success.

Prior Executive Recruitment Roles, Bank of America, TIAA, AAP 01/2007 – 12/2012

- Collaborated closely with diverse internal clients, capturing technical and cultural requisites for mid to senior-level roles, ensuring alignment with organizational needs and goals.
- Regularly interfaced with client stakeholders, articulating the strategic value and fit of candidates and negotiating agreements to mutual satisfaction.
- Utilized these client-centric skills to launch HD Recruiter.

Core Competencies

- **Technical:** React, Async JavaScript, API Design, Typescript, Python, Node.js, Ruby, Git, Linux
- **Client Engagement:** Bilingual communication, technical presentations, client rapport, strategic negotiation

Education

Bachelors of Science, Psychology, Roanoke College

Roanoke College is a private liberal arts institution located in Salem, Virginia.

Launch School, Multi-Year Software Engineering Program, Capstone Graduate

Launch School is an intensive online program emphasizing Mastery Based Learning, focusing on foundational software development principles. Progression requires written tests and live coding evaluations.