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* ↗   05/2023 – 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 – 05/2023

- 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**: JavaScript, Typescript, Ruby, Go, Python, REST APIs, HTTPS, API Design, Node.js, React, Handlebars, PostgreSQL, MongoDB, GitHub, Express, Linux, AWS
- **Client Engagement**: Technical Presentations, Customer Service Excellence, Client Management, Business Development

🎓 Education

Bachelors of Science, Psychology, *Roanoke College* ↗

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

Launch School, *Muti-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.