Marco De Jesus

Software Development Engineer in Test | QA Automation Manager

14+ years of experience transforming testing efficiency through AI-powered automation.
Expert in Cursor AI, Model Context Protocol, and multi-LLM agents.

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Section 1

Introduction - Who I Am

Professional Overview

Experience

- ✓ 14+ years in software engineering
- ✓ QA Automation Leader
- ✓ Engineering Manager
- ✓ Platform automation expert

Current Role

- ✓ Software QA Automation Manager
- ✓ Axos Bank, San Diego, CA
- ✓ 3+ years in current position
- ✓ Leading AI-powered test automation

Core Competencies

- ✓ Leadership (45+ team members)
- ✓ AI-powered test automation
- ✓ CI/CD pipelines & DevOps
- ✓ Cross-functional collaboration

What Makes Me Unique

🚀 **AI Innovation Leader**
Pioneering the use of Cursor AI, Model Context Protocol, and multi-LLM agents for test automation

📊 **Quantifiable Results**
Transformed API automation: 6 months with 4 engineers → 4 weeks as solo engineer

💼 **Business Impact Focus**
Every technical achievement is tied to measurable business value and ROI

👥 **Leadership Experience**
Managed teams of 15+ engineers, improved team competency by 40% in first year

Section 2

Process Knowledge & Achievements

Leadership & Team Management

Team Management

✓ Managed 45+ cross-functional engineers

✓ Built high-performing team of 15+ engineers at EPAM

✓ Improved team technical competency by 40%

✓ Mentored 50+ students (80% secured automation roles)

45+
Team Members Led

40%
Team Competency Improvement

Process Methodologies & Certifications

Agile & Scrum

- ✓ SCRUM Master Certified
- ✓ SAFe 4 Agilist Certified
- ✓ Improved team velocity by 30%
- ✓ Reduced sprint overruns by 50%

Quality & Process

- ✓ ISTQB Foundation Level Certified
- ✓ Six Sigma Yellow Belt
- ✓ Reduced testing cycle time by 25%
- ✓ Improved release predictability by 40%

Process Methodologies & Certifications

Best Practices

- ✓ BDD & TDD methodologies
- ✓ Clean Code & SOLID principles
- ✓ Page Object Model
- ✓ CI/CD pipeline optimization

Process Improvement Achievements

30%

Team Velocity Increase

50%

Sprint Overrun Reduction

Process Improvement Achievements

40%
Release Predictability Improvement

25%
Testing Cycle Time Reduction

Key Achievement: As Scrum Master at Herbalife, facilitated cross-location team, improving team velocity by 30% and reducing sprint overruns by 50% through effective process implementation and impediment removal.

Section 3

Technical Skills & Achievements

AI & LLM Innovation

AI Tools & Technologies

Cursor AI	Model Context Protocol
Ollama (Llama 3.5)	Azure OpenAI
GPT-4o	RAG

AI & LLM Innovation

Innovation: Leveraged Cursor AI with Model Context Protocol (MCP) to architect intelligent Playwright automation framework, enabling dynamic test generation and self-healing test scripts, reducing test maintenance overhead by 60%.

Key Achievements

✓ Architected multi-LLM AI agent system

✓ Dynamic test adaptation based on API changes

✓ 90% reduction in test update time

✓ On-prem LLM containers for secure testing

API Automation Transformation

6 months

Previous Timeline
(4 Engineers)

↓

4 weeks

Achieved Timeline
(1 Engineer)

Transformation Results

- ✓ **Coverage:** 40% → 95%
- ✓ **Cost Reduction:** 75%
- ✓ **Release Cycles:** 300% faster
- ✓ **Team Efficiency:** 6x improvement

Impact: Achieved in 1 month what previously required 6 months with a 4-person team, reducing costs by 75% while accelerating release cycles by 300%.

Test Coverage & Performance Excellence

90%
Test Coverage
(Web/Mobile/API)

97%
Time Reduction
(3 days → 1 hour)

Daily
Release Capability
(Previously Weekly)

Test Coverage & Performance Excellence

Achievement Summary

✓ Achieved 90% test coverage across Web/Mobile/API platforms

✓ Slashed execution times from 3 days to 1 hour for API test suites

✓ Enabled daily releases, reducing time-to-market by 97%

✓ Eliminated manual test maintenance through AI-powered automation

Technical Expertise

Test Automation

Selenium

Playwright

Appium

Rest-Assured

TestNG

JUnit

Programming Languages

Python

Java

C#

Ruby

SQL

Technical Expertise

CI/CD & DevOps

Azure DevOps	Jenkins
GitHub Actions	Docker
Git	

Section 4

Benefits to Your Company

Cost Savings & ROI

💰 Cost Reduction

75%

Reduced API automation costs by transforming 6-month, 4-engineer project into 4-week, solo-engineer achievement

💵 Annual Savings

$50K

Eliminated dependency on external AI services through on-prem LLM containers

⚡ Efficiency Gain

6x

Team efficiency improvement: 6 months/4 engineers → 4 weeks/1 engineer

📈 Productivity Boost

40%

Increased team productivity through AI-powered automation tools

Time-to-Market & Speed Improvements

97%

Time Reduction
(3 days → 1 hour)

300%

Faster Release Cycles

Time-to-Market & Speed Improvements

Daily

Release Capability
(vs. Weekly)

Business Impact: Enabled daily releases through automation, reducing time-to-market by 97% and accelerating release cycles by 300%, giving your company a significant competitive advantage.

Quality Improvements & Risk Reduction

Quality Metrics

- ✓ **90%** test coverage across all platforms
- ✓ **95%** API test coverage (up from 40%)
- ✓ **25%** reduction in bug rates
- ✓ **35%** reduction in production incidents
- ✓ **40%** reduction in production defects

Risk Mitigation

- ✓ Self-healing test scripts reduce maintenance
- ✓ Dynamic test adaptation eliminates manual updates
- ✓ Comprehensive coverage prevents regressions
- ✓ Automated testing catches issues early
- ✓ 100% requirement coverage ensured

Innovation & Competitive Advantage

🚀 Cutting-Edge Technology

✓ Multi-LLM AI agent systems

✓ Model Context Protocol (MCP)

✓ Cursor AI integration

✓ On-prem LLM solutions

💡 Innovation Leadership

✓ Established AI-assisted development standards

✓ Pioneered MCP for test automation

✓ Created production-ready AI tools

✓ Thought leadership in automation

Innovation & Competitive Advantage

🎯 Strategic Value

✓ Future-proof technology stack

✓ Scalable automation architecture

✓ Knowledge transfer capability

✓ Competitive market positioning

Team & Organizational Benefits

👥 Team Development

- 40% improvement in team technical competency
- Mentored 50+ professionals
- Established quality standards
- Reduced technical debt by 30%

🔁 Process Optimization

- 30% increase in team velocity
- 50% reduction in sprint overruns
- 40% improvement in release predictability
- 60% reduction in manual deployment time

📚 Knowledge Transfer

- Comprehensive training programs
- Best practices documentation
- Framework architecture expertise
- Continuous learning culture

🎓 Certifications & Expertise

- ISTQB Foundation Level
- SAFe 4 Agilist
- SCRUM Master
- Six Sigma Yellow Belt

Summary: Value Proposition

$50K+
Annual Cost Savings

97%
Time Reduction

300%
Faster Releases

90%
Test Coverage

Bottom Line: I bring proven expertise in AI-powered automation that delivers measurable business value: reduced costs, faster time-to-market, improved quality, and innovative solutions that give your company a competitive edge.

Thank You

Let's Build Something Great Together

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