

Andrés Alejandro Santilli Monestiroli

Latam (Remote) • linkedin.com/in/andres-santilli • +58 424 295 62 51 • ing.santilli37@gmail.com

Over 7 years of experience in areas such as Project Management, Data Analysis, and CRM Database Management. I recently earned my Full-Stack Developer certifications, so I'd love to venture into the world of software development. All of my coding projects are available on my [GitHub](#).

PROFESSIONAL EXPERIENCE

PeopleWise

Recruiting & Database Specialist

Albany, NY (Remote)

Jan 2021 – Present

- Sourced, screened, and managed candidates through internal applicant tracking systems (ATS).
- Created detailed reports and dashboards to support recruitment insights and workforce planning initiatives.
- Partnered with HR and IT teams to streamline database and ATS workflows for improved efficiency and data management.

The Cosine

Sales Manager

United States

Aug 2022 – Dec 2024

- Oversaw the use of CRM systems (e.g., Salesforce, HubSpot) to track leads, deals, and client interactions.
- Tracked and analyzed sales data, metrics, and trends to inform strategy.
- Prepared regular reports and dashboards for senior leadership.
- Identified new market opportunities and led expansion efforts.

Roblox

Recruiting Operations IT Support

California, US (Remote)

Sep 2021 – Apr 2022

- Maintained and updated the applicant tracking system (ATS), ensuring data accuracy.
- Provided support in Node.js and the backend server.
- Tracked and reported on recruitment metrics (e.g., time-to-hire, interview-to-offer ratio).
- Helped implement tools and processes that optimize recruiting workflows.

Cheesecake Labs

Outsourced Development Coordinator

United States

Nov 2020 – Jul 2021

- Coordinated and oversaw full-stack development projects executed by the development team.
- Translated client requirements into clear technical specifications for development teams.

- Monitored project progress and maintained updated task boards (e.g., Jira, Trello, Asana).

FIFTHWEAPON

Operations Manager

London, UK (Remote)

Jan 2019 – Jul 2020

- Ensured technical and operational compliance, as well as client satisfaction throughout the project lifecycle.
- Actively applied the SCRUM methodology for Agile and efficient execution of all project tasks.

Valatam

VA IT Specialist

United States

Aug 2018 – Jan 2020

- Supported IT-related projects such as migrations, rollouts, or upgrades.
- Managed helpdesk tickets and ensured timely resolution.
- Identified recurring issues and implemented long-term solutions.

Conexsol Latam

Project Manager

Caracas, VE

Jul 2017 – Aug 2018

- Worked in the renewable energy area, in the design and execution of solar energy projects, as well as contacting potential clients and business development.

EDUCATION

UNIVERSIDAD CENTRAL DE VENEZUELA

BS in Electrical Engineering

Caracas, VE

Jul 2017

Muelles de Alejandría

Cisco Certified: CCNA Routing & Switching

Caracas, VE

Mar 2019

Mimo

Full-Stack Developer

Skills: HTML · Cascading Style Sheets (CSS) · JavaScript · React.js · React Native · Front-End Development · Application Programming Interfaces (API) · Web Services API · Postman API · Express.js · Node.js · SQL · Databases · MySQL · Database Administration · Back-End Web Development

Vienna, AUT

Jun 2025

Mimo

Python Developer

Skills: Python (Programming Language) · Object-Oriented Programming (OOP) · Large Language Models (LLM) · API Development · Data Science · Statistical Data Analysis · Deep Learning

Vienna, AUT

Jul 2025

OpenJS Foundation

Introduction to JavaScript Security

San Francisco, CA

Dec 2025

*Skills: Internet Security · Web Application Security · Network Security · Hypertext Transfer Protocol Secure (HTTPS) ·
Browsers · Secure Network Architecture · Cyber Defense*