

# Andrés Alejandro Santilli Monestiroli

Latam (Remote) • [linkedin.com/in/andres-santilli](https://www.linkedin.com/in/andres-santilli) • +58 424 295 62 51 • [ing.santilli37@gmail.com](mailto:ing.santilli37@gmail.com)

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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

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### 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**

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### **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

**Vienna, AUT**

*Jun 2025*

*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*

### **Mimo**

Python Developer

**Vienna, AUT**

*Jul 2025*

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

**OpenJS Foundation**

**San Francisco, CA**

*Introduction to JavaScript Security*

*Dec 2025*

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

*Browsers · Secure Network Architecture · Cyber Defense*