

# Alec McKinley

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## Andiamo Partners, LLC

New York, NY

Associate Level 2

November 2015 - Present

- Full cycle contingent recruitment, exclusively for technical positions, at large enterprise clients like Bloomberg, Amazon, HBO, Flatiron Health in addition to smaller Series A/B/C startups across the United States.
- Train and lead junior recruiters on advanced technology concepts, recruiting best practices, and client/industry specific information
- Engaged and managed recruiting process and entire relationship with external accounts including Rockstar Games, Warner Brothers, Jane Street Capital, Tower Research, and Artivest.
- Generated over \$500,000 in revenue my first 2 years and received three promotions
- Consistently ranked among top 5 out of 50 recruiters
- Awarded the 'Top Recruiter' award in Q2 2015 for the highest performance of any recruiter in the firm with an \$80,000 quarter (I had 4 candidates who were placed at clients, each averaging a \$40,000 fee - the fee is split between the account manager and the recruiter)
- Recruited 40 cyber security senior technology executives to attend hiring event in Palo Alto/Las Vegas concurrent with the BlackHat Conference on behalf of a Middle Eastern cyber security firm in 30 days without any other recruiting support
- Placements include:
  - **Bloomberg**
    - Sr. C++ Engineer (x3)
    - Site Reliability Engineer
    - Full Stack Engineer
    - Sr. Ruby Developer
    - Backend Developer for Structured Products
  - **Haven Life**
    - Node.js Developer
    - Web App Developer
  - **Rockstar Games**
    - MS SQL DBA
    - Sr. MS SQL DBA
    - Game Security Engineer
    - C#/.Net Developer for Gaming Systems
  - **HBO** - Sr. Software Architect
  - **Artivest** – Fullstack Engineer
  - **Trip Advisor** - Sr. iOS Team Lead
  - **Warner Brothers** – Sr. Data Engineer

United States

Backpacker/Traveler

June 2015 - November 2015

- 1000 mile hike of the Pacific Crest Trail (Campo, CA to Lake Tahoe, CA)
- 25 state road trip in 2010 Mazda MX-5 Miata that spanned 7,800 miles and crossed over 20 different natural parks

## Upstream Search

Austin, TX

Technical Recruiter

December 2014 – June 2015

- Helped support a Sr. Recruiter in launching her own executive search consulting firm by providing technical sourcing, candidate engagement, and recruitment coordination
- Increased efficiency by 400% by automating ½ of responsibilities using a custom-built Python module that leveraged several third party social media aggregation platforms

## Yodle, Inc

NYC/Austin, TX

Sales Representative

June 2013 - December 2014

- 120+ calls per day in order to build pipeline, close sales, and develop book of business
- Worked with dental practices/attorneys/HVAC companies to close sales in 2-5 calls / 1 month time frame
- Ranked within top 30% of company for entire duration

## University of Wisconsin - Men's Rowing Team

Madison, WI

Student Athlete

2010-2013

- Train 25+ hours, 6 days per week during the school year, during school breaks, and during the summer with practice 2+ times per day.
- Silver Medal recipient at 2011 Collegiate Rowing National Championships in the Men's Open 4+

**University of Wisconsin - Department of Information Help Desk**

Madison, WI

*Level 2 Support*

2011-2013

- Worked 20-40 hours/week during school, in addition to Athletic and Education responsibilities, providing level 2 support to students, teachers, and staff within the UW campuses - responsible for physical inspection and repairs of consumer electronics as well as over-the-phone support

Education

**University of Wisconsin - Madison**

Madison, WI

*Bachelors of Science in Zoology*

May 2013

Technical Skills

- Experience writing hobbyist-level code in Javascript and Python (currently working on building full featured Applicant Tracking System with Django/SQLite/Javascript hosted on Digital Ocean)
- Experience screening candidates for basic coding literacy
- Experience (3 yrs) troubleshooting hardware and software problems on all operating systems
- Side projects include writing software with the aim of automating/solving some recruiting workflow problems