Alec McKinley

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**Andiamo Partners, LLC ​**  New York, NY

*Senior Recruiter and Account Manager* November 2015 - Present

* Full cycle contingent recruitment for positions at large enterprise clients like Bloomberg, Amazon, HBO, Flatiron Health, Warner Brothers, and Rockstar Games 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 2016 for the highest performance of any recruiter in the firm
* 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
    - 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 hobbiest-level code in Javascript and Python (currently working on building full featured Applicant Tracking System with Django/SQLite/Javascript hosted on Digital Ocean)
* Experience (3 yrs) troubleshooting hardware and software problems on all operating systems
* Side projects include writing software with the aim of automating/solving recruiting workflow problems