# Jeremiah Candelaria

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661.916.1560 | Corona, CA

## EDUCATION

**Harvard University** | Master of Arts (ALM): Software Engineering, GPA 4.0     **2023**
**Southwestern AG University** | Bachelor of Arts: Interdisciplinary Studies     **2013**

## CERTIFICATION

**ISTQB** | Certificate: Certified Tester Foundational Level (CTFL)     **2025**

## EXPERIENCE

**Account Executive** | Grin Technologies, Remote     **2023 – 2024**
  **Key Result:** Promoted rapidly at Series B SaaS startup, enabled DTC brands to manage influencer marketing
- Attained 150% to quota in Q1 & Q2, closing six-figures in deals in under 90 days as a full-cycle seller
- Awarded *BDR of the Month* (Oct & Nov) & *BDR of the Quarter* (Q4), over 400% to quota and $1M+ ARR
- Provided 90-day onboarding support to new customers, facilitating seamless transition to the CSM team
- Created feature requests & bug reports for product teams based on customer feedback & demo experience

**Software Engineer Intern** | Harvard Extension, Remote | [Demo](#) | [Publication](#)     **2022 – 2023**
  **Key Result:** Built web app leveraging PubMed data to identify & rank expert researchers in a given domain
- Collaborated to create test plan, execute, and update testing suite as features & functionality were updated
- Conducted manual, automated (Cypress), and API (Postman) QA testing, ensuring application met user needs
- Coordinated with cross-functional teams to add features, fix bugs, and refactor GitHub documentation
- Utilized agile methods to translate requirements & lead sprints, team standups, and stakeholder meetings

**Strategic Outreach** | Our City Church, Corona CA     **2019 – 2021**
  **Key Result:** Increased ARR by $150,000, launching digital giving program for streamlined donor experience
- Reduced manual processing by 90%, implementing automation tools for finance and donation tracking
- Created & maintained digital employee knowledgebase, including how-to, step-by-step & reference guides
- Performed ongoing QA testing efforts for website & mobile app updates to ensure feature functionality

**Operations Director** | South Hills Church, Corona CA     **2013 – 2019**
  **Key Result:** Oversaw finance, marketing, communication & website operations to drive organizational growth
- Managed rollout strategy for new fundraising software, accounting for multiple donor segment types
- Utilized web tools to modernize data collection, saving hundreds of manual hours across 10+ locations

## SKILLS

JavaScript | React | HTML | CSS | GitHub | Cypress | Postman | SQL | Node.js | NextJS | Tailwind

## INTERESTS

Golf | LA Sports | Catan | Lego | Books | TV & Film | Board Games