

Marco De Jesus

B2B Automation Services | SDET as a Service | QA Infrastructure

Remote - Mexico (US Time Zone)

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[LinkedIn](#) · [Portfolio](#)

Value Proposition

I don't fill a seat. I deliver automation infrastructure that eliminates backlogs, reduces headcount dependency, and accelerates releases. 14+ years. Bilingual (English/Spanish). Available for 1099 or Corp-to-Corp. Remote from Mexico - you pay my invoice, not my benefits.

Engagement Model & Rates (USD)

| Model | Rate | Best For |
|------------------|----------------------|---|
| Hourly | \$85 - \$110 | Consulting, architecture reviews, team augmentation |
| Sprint (2 weeks) | \$6,500 - \$9,500 | Specific automation features or framework builds |
| Fixed project | Quote based on scope | Zero → 80%+ coverage in 4-6 weeks |
| Monthly retainer | \$14,000 - \$20,000 | Ongoing automation + AI evolution + mentoring |

All rates USD. Invoiced net-30. Wire / transfer. No W2. No overhead. Just delivery.

Core Competencies (Business Impact)

| Skill | Business Result |
|--|---|
| AI-powered automation (Cursor AI, MCP, Ollama, GPT-4o) | 300% release acceleration, 6-month backlog eliminated in 4 weeks |
| Test framework architecture | Zero → 90% coverage across Web, Mobile, API |
| Cost reduction | \$50K/year saved by replacing external AI APIs with on-prem LLMs |
| CI/CD integration | Manual deployment time -60%, regression 3 days → 1 hour |
| Team enablement | 15+ engineers mentored, 80% of 50+ students hired into automation |

Technical Portfolio: Tools → Business Impact

| Technology | Business Result Delivered |
|-----------------------------------|--|
| Cursor AI + MCP + GPT-4o + Ollama | 40% → 95% API coverage in 4 weeks (solo engineer) |
| Playwright + MCP | 3-day regression → 1 hour, daily releases, -97% time-to-market |
| Java + Rest-Assured + JUnit5 | API framework from zero, regression time -70% |
| Appium (iOS/Android) | 85% coverage across critical mobile journeys |
| WinApp Driver + C# | Desktop UI automation: 80% coverage from zero |
| Azure DevOps | CI/CD pipeline ownership, deployment time -60% |

Professional Engagements (Recent)

AI Automation – QA Infrastructure

Axos Bank (Remote from Mexico) · Apr 2022 – Present (3y 9m)

Role: Full-time W2 – but operating as solo automation engineer delivering outsized results

- **6-month backlog → eliminated in 4 weeks** as sole engineer using Cursor AI + Postman Flows + MCP. API coverage 40% → 95%. Costs -75%. Releases +300%.
- **Multi-LLM agent system** (Ollama + GPT-4o): test update time -90%. Autonomous test evolution.
- **3-day regression → 1 hour** via Playwright + MCP. 90% coverage. Time-to-market -97%.
- **\$50K/year saved** by deploying on-prem LLM containers.

Sr. SDET – Enterprise API Framework

OfferUp (Remote from Mexico) · Jul 2021 – Mar 2022 (9 months)

- API framework from zero (Java, Rest-Assured, JUnit5). Regression time -70%.
- Appium iOS/Android automation: 85% coverage.
- Team upskilling → technical debt -30%.

Automation Mentor – Curriculum & Training

QA Minds Lab · Guadalajara, Mexico · Feb 2021 – Mar 2022 (14 months)

- Created full automation curriculum. **80% of 50+ students hired** into automation roles within 6 months.

Lead Automation Engineer | Engineering Manager

EPAM Systems · Mexico · Jul 2019 – Jul 2021 (2y 1m)

- Built 15+ engineer team. Team competency +40% in Year 1.
 - WinApp Driver + C# framework: 80% coverage from zero.
 - Code reviews + SOLID: bug rates -25%. CI/CD: deployment time -60%.
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Professional Background - Full-time Roles (W2)

All roles below were full-time W2 positions. I am now available for B2B/1099 contracts.

| Role | Company | Key Result |
|---------------------|---------------------------------|--|
| Software QA Analyst | Herbalife | 30% → 70% automation coverage. 200+ defects. Scrum Master: velocity +30% |
| Sr. QA Analyst | Softtek | STLC implementation. Test effectiveness +35%. Mentored 5 juniors |
| Software Tester | UST Global | Production defects -40% |
| Fullstack Developer | Universidad Tecnológica de León | 99.5% uptime |

Certifications & Education

- ISTQB Foundation, SAFe 4 Agilist, Scrum Master, Six Sigma Yellow Belt
- Master's - Administrative Engineering & Quality (2013-2015)
- Bachelor's - Information Technologies (2007-2012)

Languages

- Spanish: Native
- English: Native / Bilingual

Ready-to-use for Recruiters

For US clients:

"Marco De Jesus provides QA automation services as a B2B contractor. Remote from Mexico. Invoices in USD. 1099 or Corp-to-Corp. No W2. No benefits. No visa sponsorship. Just results."

Payment: Net-30 · Wire / Transfer · Invoiced bi-weekly or monthly.