

# DARREN O'DONNELL

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SYDNEY, AUSTRALIA



## PROFILE

Migrations program lead at Stripe driving cross-functional initiatives while building high-performing teams across global markets. Orchestrating complex implementation roadmaps and successfully launching regional payment method migration products (UK Bacs, SEPA, AU BECS). Combines technical expertise with client relationship management to ensure seamless enterprise user transitions to Stripe.

## KEY ACHIEVEMENTS



### Strategic Product Launches

Spearheaded mission-critical payment programs with global impact, driving YOY growth through strategic migration product launches including UK Bacs, AU BECS and SEPA across global markets.



### Program Management and Team Building

Led cross-functional program initiatives scaling operational capacity 10x through strategic leadership, mentorship excellence, and systematic resource optimization across global teams



### Client Engagement & Solution Design

Orchestrated enterprise-level migration and go-live initiatives through consultative client workshops, aligning complex technical solutions with diverse business requirements



### Knowledge Leadership & Documentation

Established reputation as knowledge leader, developing comprehensive documentation frameworks that enhanced cross-functional performance and client success

## WORK EXPERIENCE

### STRIPE, Dublin, Ireland & Sydney, Australia

Migrations Specialist, July 2021–present



- Successfully launched multiple regional payment method migration product initiatives such as UK Bacs, SEPA and AU BECS driving substantial year-over-year growth
- Developed and implemented strategic growth plans for the EMEA and APAC region and created resource allocation and headcount projections for long-term scalability which led to an increase in case management capacity from 5% to 50% within two years. Recognized as Stripe Mentor of the Quarter with multiple team members earned excellence awards in region.

- Led hundreds of client workshops across diverse industries and segments, creating tailored payment infrastructure migration solutions to meet unique business requirements and timelines
- Identified critical payment and onboarding vulnerability in network policy changes, led cross-functional initiative with internal stakeholders and payment network partners to implement solution protecting 5M+ cards from processing failures while adapting to evolving payment network policies
- Developed and published customer-facing Stripe documentation while ranking in top 0.5% of internal knowledge contributors based on document creation volume; delivered high-impact educational presentations across Sales, Professional Services, and Solution Engineering teams to strengthen cross-functional expertise

## **PwC, Dublin, Ireland**

Technology Consulting, September 2018 – June 2021



- Data Migration and UAT Lead for a public sector client, implementing a demand management system, demonstrating expertise in large-scale data transitions and user acceptance testing.
- Test Management Lead on a large-scale FinTech project for an international airline, showcasing ability to manage complex testing processes in the financial technology sector.
- Lead Data Analyst on a cyber security engagement for a building materials business, applying analytical skills to enhance security measures.
- Business Analyst for a new regulatory reporting system implementation at a commercial bank, combining financial sector knowledge with regulatory compliance expertise.
- Diverse industry experience working with both private and public sector clients, providing a broad perspective on various business challenges and solutions.

## **Previous Company Experience**

- Business Process Analyst at Boston Scientific
- Research Assistant at Insight Centre for Data Analytics
- Google Internship

## **EDUCATION**

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### **Business Information Systems**

National University of Ireland, Galway, 2014 – 2018

UMBC, Maryland, United States, 2016 Erasmus



OLLSCOIL NA  
GAILLIMHE  
UNIVERSITY  
OF GALWAY



UMBC

- First Class Honours 1.1 (GPA: 4.0)
- Received University Scholarship for academic performance 2014/2015
- Selected as a Placement Ambassador for second year Business Information System students while in my final year of college. This was a paid employment.
- Employee of Blackstone Launchpad from 2016 – 2018. Blackstone Launchpad is a campus based entrepreneurial programme set up to bring support to aspiring entrepreneurs.