

Rory Connolly

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Professional Summary

Accomplished technology professional with 15 years of experience designing and delivering robust, performant, and secure solutions in both electronic trading and consumer cloud storage verticals

Skills

- Proficient in Python, C/C++, Java, Perl, SQL, Bash
 - Experienced working in Linux/Unix environments
 - Adept at working within large global organizations
 - Google certified Associate Cloud Engineer
 - Ability to translate business goals into deliverables
 - Strong project management and organization skills
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Work History

Verizon

Leading provider of technology, communications, information and entertainment products and services

Senior Technical Product Manager July 2019 – present

Distinguished member of technical staff within the Product Development and Innovation group, focused on performance and reliability of Verizon Cloud

- Work closely with legal, commercial, development, and design teams to bring new products and features to market
- Responsible for validating optimal solution design with stakeholders throughout the organization
- Led effort to instrument new desktop application with performance metrics collection framework using Elastic stack
- Manage partner API program that enables VZ Cloud integration with other internal and external products and services
- Filed patent in support of new multi-tier Cloud storage solution design

Itiviti AB

World-leading technology provider for the capital markets industry

Senior Sales Engineer February 2016 – August 2018

Senior member of the Americas sales team. Focused on technical sales and implementations of flagship product, Tbricks, a low latency, highly scalable, and fully-customizable algorithmic trading system.

- Designed targeted product demonstrations highlighting specific capabilities of the Tbricks system to drive new sales; typical use cases would include ETF trading, options market making, and statistical arbitrage
- Implemented proof of concept apps using the Tbricks C++ API to illustrate trading and integration capabilities
- Explained system architecture and details of both server-side and front-end components, emphasizing design choices that resulted in enhanced system performance and competitive advantages to customers
- Average sales cycle of 2-12 months, average deal size from 10-100k per month, with a minimum 1-year contract term
- Typical pipeline of 10-20 prospects at any given time, achieved roughly 40% acceptance rate on trials

Orc Group

Leading provider of technology for advanced trading, market making and brokerage solutions

Sales Engineer April 2011 – February 2016

- Served as product expert while pursuing new business opportunities, drew from personal experience with successful system deployments to unblock deals and facilitate sales
- Managed all aspects of the onboarding and implementation process for new customer installations

Manager, Services September 2007 – April 2011

- Managed the Americas technical services group, leading a 12-person team across our NYC, Chicago and Toronto offices
- Hiring manager responsible for interviewing and onboarding new team members

Trading Systems Analyst March 2006 – September 2007

- Maintained connections to all major U.S. options markets, assuring reliable access to liquidity for traders
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Education

Cornell Tech at Cornell University, New York, NY

Master of Engineering in Computer Science, May 2019

Lehigh University, Bethlehem, PA

Bachelor of Science in Computer Science, September 2005

Personal:

Hiking, camping, skiing, traveling. Eagle Scout in the Boy Scouts of America. Avid reader and crossword puzzle enthusiast.
