Michael E. O'Connor, CISSP, AWS-SA

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Professional Strengths

Experienced IT Pre-sales Leader, Architect and AWS Certified full-stack developer with passion for cloud computing and current focus on Python, Lambda, DynamoDB and serverless computing. I have a broad technology background and track record of success with complex enterprise clients across a variety of verticals including Financial Services and Telecommunications.

I'm interested in an individual contributor Cloud Architect / TAM role following successful stints in both OEM Sales and Pre-Sales leadership. I have a unique combination of sales and business development acumen, leadership experience, customer advocacy, technical depth and hands-on skills which have enabled me to be highly successful in building rapport across multiple personas, establish trust with senior executives and expand footprint and revenue in key accounts.

Education

- LinkedIn Learning – Various Python, Full-stack Developer and DevOps Coursework
- CloudAcademy / ACloudGuru– AWS Solution Architect Associate Certification Prep
- UC Berkeley Extension, Design of Unix Operating Systems, CMOS Design
- BSEE, Purdue University, West Lafayette, IN - Computer Architecture

Certifications

- AWS Solution Architect Associate Certification (KKYMQSV2K1R41EGP)
- CISSP Credential (#327285)
- Multiple LinkedIn Learning (see: https://www.linkedin.com/in/michaeloconnorprofile/)

Career Highlights

Drove improved management insight, cross-pillar collaboration and increased artifact quality and consistency through integration of internal CRM, opportunity management and enterprise social networking systems.

Chief Architect for Utility Computing offering based extensively on lightweight OS Containers. Established profitable subscription based business model leveraging Sun Hardware, Managed Operations, Finance, Cisco Networking and Tier 4 datacenter hosting partner.

Partnered with Wells Fargo sales lead to define and execute strategy in highly competitive environment. Grew revenue from $8M per year to over $50M. Led technical campaign and architecture for Internet Banking Platform. Established trust of CIO and key VP stakeholders and ensured projects exceeded timeline and performance expectations within budget positioning Wells Fargo as a leader in Internet Banking.

Led sales strategy at AT&T wireless. Grew revenue from $500K to >$40M in 3 years. Established Sun as preferred platform for 3G OSS & BSS displacing HP dramatically simplifying architecture and improving performance. Developed Java prototype for call center linking multiple SORs demonstrating power and flexibility of Java and direct applicability to telecommunications.

Led technical teams for Sun's initial datacenter wins at McKesson. Ensured technical team prioritized and exceeded all availability & performance KPIs resulting in the displacement of the incumbent platform for a marquis project involving large-scale SMP and Oracle Database.

Offered OEM Sales Executive role in recognition of customer advocacy, business value orientations and sales acumen. Finished rookie year at 250%. Oracle's Club Excellence attendee (top 3%). Exceeded 2nd year quota with over $6M in margin contribution.

Six time President's Club winner as SE / SE Leader and US Pre-Sales Consultant of the Year nominee.

Employment History

Manager, Sales Engineering | Rubrik   03, 2018 | 10, 2018

N. TOLA pre-sales leader for Rubrik, an API-first, Hyper-Converged, Cloud Data Management startup. Rubrik simplifies data protection, speeds recovery and facilitates cloud archiving, data migration and anomaly detection leveraging SaaS based machine learning. Drove increased deal rigor; improved channel partner enablement & mindshare; championed social network marketing and technology partner engagement.

Director, Pre-sales Consulting | Oracle   06, 2015 | 08, 2017

Led Southwest + TOLA Region and National Specialists pre-sales teams key to private cloud infrastructure sales process and customer satisfaction. Nurtured major client relationships and guided solutions to optimize Oracle software platform for security, scale, license cost and high-availability. I championed extensive and consistent use of collaboration and social media tools as well as IaaS, PaaS, DevOps and SysOps skills development leveraging both internal and 3rd Party training platform. Drove customer IT operational maturity in preparation for move to Hybrid / Public Cloud adoption and continued relevance.

Network Equipment Sales Exec | Oracle   06, 2013 | 06, 2015

Sales Specialist covering Cisco, Avaya and Ericsson in North America. Owned all aspects of design win lifecycle. Lowered customer costs while increasing contribution margin. Teamed extensively across multiple software and hardware sales & support pillars to drive increased client value, satisfaction, time-to-market and problem resolution. Consistently exceeded both revenue and margin contribution targets by actively seeking opportunities to advance client priorities and add value beyond immediate product goals and compensation.

Global Director, Pre-sales Consulting | Oracle   06, 2011 | 06, 2013

Led global team of Senior Consultants across US, EMEA and Latin America. Drove new platform and Engineered Systems sales strategy and telecomm (BSS/OSS) design wins during client transition to NFV/SDN. Focused consultants on LOB contacts to better align with end-customer priorities and take a more business development & go-to-market partnership approach vs. waiting for requirements to solidify.

Master Principal Sales Consultant | Sun / Oracle   01, 2007 | 05, 2011

Architect partner to Sales Executives for Cisco and Avaya. Owned vision, evangelism, corporate and LOB executive liaison, business development and leadership of extended virtual teams for complex opportunities. Teamed with tech, middleware and communications BU to develop and articulate compelling value-prop and strategic differentiable value in go-to-market initiatives.

IaaS Chief Architect | Sun Microsystems   10, 2005 | 01, 2007

Lead Architect and Operations Exec for successful Utility Computing "skunk works" initiative. Managed On-premise Incentive Compensation solution from prototype to Internet hosted production using 100% virtualized (container) infrastructure with zero application code modification. Led all aspects of design and development of: SLAs, subscription cost modeling, operations and security as well as server, network and storage architectures. Took Pilot to Production in only 2 months with less than 18 month ROI to Sun.

Engagement Architect | Sun Microsystems   01, 2001 | 09, 2005

Lead Sales Architect for Wells Fargo. Drove platform architecture, sales strategy and CxO influence across multiple LOBs including Internet Banking, Wholesale and Home Mortgage. Successfully competed for, won and implemented multiple high visibility, mission critical solutions through effective priorities alignment, challenge, communication, persistence, personal integrity and credibility.

Senior Systems Engineer (SE6) | Sun Microsystems   01, 1997 | 12, 2001

Owned communications platform pre-sales to AT&T Wireless, MCI, Lucent & Sprint. Established Java, Sun SMP, and Solaris as de-facto standards through effective software prototyping and by positioning Sun as the comprehensive single source partner and lowest risk vendor for 3G OSS/BSS rollout.

Other

- Folsom Rotary Board of Directors
- Rotary Exchange Program Chair, Paul Harris Fellow
- International Segway Polo Association Board of Directors

Interests

Server-less Computing, IoT, IT Automation, Security, Linux, Python, Travel, Running, Yoga, Segway Polo