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

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Professional Strengths

- Senior IT leader with over 20 years experience including 7 years in management. Highly versatile with a unique background combining pre-sales leadership, architecture, business development, and bag carrying sales experience which allows me to bring a solid change management, best practice and technology foundation as well as a business value context to leadership, executive relationships and account engagement.

- I'm a systems thinker, innovator and continual learner skilled at relating with architects, technology executives and LOB stakeholders in complex organizations. I'm also comfortable with diplomatically challenging conventional thinking, visioning and crafting both sales and solution approach based upon a comprehensive understanding of my customer's organization, requirements, constraints and priorities.

- Experienced pre-sales leader with successful track record of motivation, retention, improved collaboration and operational excellence. Exploring challenging new IT leadership opportunities around Hybrid Cloud Infrastructure, Governance, Security and Managed Services adoption.

Career Highlights

- Drove improved management insight, cross-pillar collaboration and artifact management through adoption and integration of internal CRM, opportunity management and social networking tools.

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

- At Wells Fargo, partnered with sales to define / execute sales strategy growing revenue from $8M per year to over $50M. Led technical campaign for Internet Banking Platform. Established trust of CIO and key VP stakeholders and ensured projects exceeded timeline and performance expectations.

- 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. Developed Java prototype for call center linking multiple SORs demonstrating power and flexibility of Java and direct applicability to telecommunications.

- Led technical teams that established one of Sun's first datacenter wins at McKesson. Ensured technical team prioritized and exceeded high-availability & performance KPIs resulting in the displacement of and incumbent platform for a marquis project.

- Offered OEM Sr. Sales Exec role in recognition of business value and sales acumen. Finished rookie year at 250%. Attended Oracle Club Excellence. Exceeded 2nd year quote with over $6M margin contribution.

- Datacenter Ambassador and member of Sun's Oracle and Java Aces - virtual SME teams formed to target complex, high-visibility opportunities requiring database scale and mission critical availability.

- Six time President's Club winner and US Pre-Sales Consultant of the Year nominee

Employment History

6/15 – 7/17: Oracle Regional Director, Pre-sales: Led SW Region and National teams key to private cloud sales process and customer satisfaction. Nurtured key client relationships and guided solutions to optimize Oracle software stack for security, scale, license cost and availability. I championed use of collaboration, social media as well as IaaS, PaaS, DevOps and SysOps skills development. Drove customer IT operational maturity in preparation for move to Hybrid / Public Cloud adoption and continued relevance.

6/13 – 6/15: Oracle Network Sales Exec: OEM Hardware Sales Lead for Cisco, Avaya and Ericsson in North America. Owned all aspects of design win lifecycle. Lowered customer costs while increasing margins. Teamed extensively across multiple sales & support pillars to drive increased client value, satisfaction, time to market and problem resolution. Exceeded revenue targets and margin contribution in both years.

5/11 – 6/13: Sr. Mgr / Global Director, Consulting: Led global team of Senior Sales Consultants across US, EMEA and Latin America. Drove new infrastructure platform, software and Engineered Systems sales strategy and telecommunications (BSS/OSS) design wins during client transition to NFV/SDN strategy. Focused team on proactively engaging customer business teams to better align with end-customer needs and take a more business development & go-to-market approach vs. waiting for requirements to solidify.

1/07 – 5/11: Master Principal Consultant: 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.

10/05 – 1/07: IaaS Chief Architect: Chief Architect and Technical Executive for successful Utility Computing "skunk works" initiative which later became **Solaris-as-a-Service**. Managed Callidus Incentive Compensation Software from prototype to 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.

1/01 – 9/05: Engagement Architect: Lead Architect for Wells Fargo. Drove architecture, sales strategy and CxO influence across key 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.

1/97 – 12/01: Sr. Systems Engineer: Owned communications pre-sales to AT&T Wireless, MCI, Lucent & Sprint. Established Java, Sun SMP, and Solaris as de-facto standards through effective prototyping and by positioning Sun as the comprehensive single source partner and lowest risk vendor for 3G OSS/BSS rollout.

7/95 – 1/97: Sun Regional Technology Manager: Regional specialist for data center and emerging technologies especially Java and large scale SMP. Led key competitive take-outs at major accounts including McKesson and Visa and ensured field readiness for major new product introductions including Sun E10K.

7/92 – 7/95: Sun District Pre-Sales Manager: Promoted to manage team of nine (9) Systems Engineers across CA and NV. Partnered with Sales to support server, storage and UNIX workstation sales to State of CA, Federal Gov't, Education, large commercial, reseller partners and emerging accounts.

3/88 – 7/92: Sun Systems Engineer: Pre-sales lead for technical accounts (CAD/CAE/CASE) in Bay Area and State of CA Gov't (GIS/DBMS) & Intel in the Sacramento Area. Selected as x86 Unix workstation Ambassador (specialist). West SE of the quarter nine times for individual initiative and customer sat.

1/84 – 3/88: Amdahl Systems Design Engineer: Designed and implemented ECL & DRAM memory device test & characterization software. Selected for leadership development program. Traveled to Japan to oversee new test systems development and report on OEM (Fujitsu) mainframe product readiness.

Education

2017	CloudAcademy / ACloudGuru– AWS Solution Architect Associate Certification Prep
1986	UC Berkeley Extension, Design of Unix Operating Systems, CMOS Design
1983	BSEE, Purdue University, West Lafayette, IN - Computer Architecture concentration

Other

2017	Awarded AWS Solution Architect Associate Certification (KKYMQSV2K1R41EGP)
2017	International Segway Polo Association (ISPA) Treasurer
2013	Folsom Rotary Board of Directors, Exchange Program Chair, Paul Harris Fellow
2008	Awarded CISSP Credential (#327285)
1982	Purdue IEEE Student Chapter Treasurer / President (1983)

Interests

- Serverless Computing, IoT, Cloud, Security, Linux (debian), Python, Running, Yoga, Segway Polo