M i c h a e l E. O ' C o n n o r, C I S S P, A W S - A S A

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Professional Strengths

A highly versatile pre-sales consulting professional with over 20 years of increased responsibility including 7 years in SE management. My unique background combining pre-sales leadership, IT architecture, business development, and bag carrying sales experience enables me to bring a seasoned change management, best practice and business value context to leadership, executive relationships and account engagement.

Data driven, systems thinker and continual learner skilled at relating with architects, executives and LOB stakeholders across complex and highly matrixed organizations. Strong collaborator comfortable with diplomatically challenging conventional thinking, visioning and teaming to craft strategy from a comprehensive understanding of client and organizational maturity, constraints, priorities and competitive landscape.

Career Highlights

Drove improved management insight, cross-pillar collaboration and artifact quality 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 business model leveraging Sun Hardware, Managed Operations, Finance, Cisco Networking and Tier 4 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 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 commercial datacenter wins at McKesson. Ensured technical team prioritized and exceeded high-availability & performance KPIs resulting in the displacement of the incumbent platform for a marquis project.

Offered OEM Sales Exec role in recognition of business value and sales acumen. Finished rookie year at 250%. Oracle 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

Director, Pre-sales Consulting | Oracle   06, 2015 | 07, 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

Hardware 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

Chief Architect and Operations Exec for highly 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.

Regional Technology Manager | Sun Microsystems 07, 1995 | 01, 1997

Regional subject matter expert 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.

District Pre-Sales Manager | Sun Microsystems 07, 1992 | 07, 1995

Promoted to manage team of nine (9) Systems Engineers across CA and NV. Partnered with Sales to drive increased server, storage and UNIX workstation sales to State of CA, Federal Gov't, Education, large commercial, reseller partners and emerging accounts.

Systems Engineer | Sun Microsystems 03, 1988 | 07, 1992

Pre-sales lead for semiconductor manufacturing accounts (CAD/CAE/CASE) in Bay Area, State of CA Gov't (GIS/DBMS) & Intel in the Sacramento area. Selected as x86 Unix workstation Ambassador. Recognized as West SE of the quarter nine times for individual initiative, credibility, influence and customer satisfaction.

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, Automation, Security, Linux, Python, Travel, Running, Yoga, Segway Polo