Patrick Delaney Résumé

🏠 Minneapolis, Minnesota • 🕐 America/Chicago/CST • 🔗 [Linkedin](#) • **Software Developer, Machine Learning Developer, and Internet of Things Developer with Solid Entrepreneurial Accomplishments** • ☎ +1 612 876 5312 • 🌐 patrick.del@gmail.com

Profile

- Innovator with 15 years in tech leadership and over $1 million in cumulative gross revenue from self-started businesses.
- Visionary product developer with Bachelors of Science in Computer Engineering (UMN, '08), deep education in machine learning, software development as well as electronics design & manufacture.
- Wide ranging portfolio of software development experience, tech community organizing and tech strategy work for enterprise.
- Experienced in business formation, operation, finance, management and bringing products and strategies to market ranging in organizational size from Global Fortune 10 Companies (United Health Group & Samsung), as well as small and medium companies.

Top

Strengths

Skill	Relative Rating

Skill	Relative Rating
Leadership	⭐⭐⭐⭐⭐
Business Development	⭐⭐⭐⭐⭐
Software Development	⭐⭐⭐⭐
Machine Learning	⭐⭐⭐⭐
Marketing	⭐⭐⭐⭐
Product Management	⭐⭐⭐
Project Management	⭐⭐⭐
DevOps	⭐⭐

Tools

Tool	Category	Relative Level
matlab	Software	⭐⭐⭐⭐⭐
python	Software	⭐⭐⭐
c++	Software	⭐⭐⭐
flask	Software	⭐⭐⭐
git	Software	⭐⭐⭐⭐⭐
postgres	Database	⭐⭐⭐
eaglecad	Electronics	⭐⭐⭐
ruby-on-rails	Software	⭐⭐⭐
javascript	Software	⭐⭐⭐⭐
mongodb	Database	⭐⭐
dynamodb	Database	⭐⭐
pandas	Software	⭐⭐⭐⭐

Tool	Category	Relative Level
numpy	Software	⭐⭐⭐⭐
heroku	Server	⭐⭐⭐⭐⭐
aws	Server	⭐⭐⭐
ssl	Protocol	⭐⭐⭐
digital ocean	Server	⭐⭐⭐
html	Software	⭐⭐⭐⭐⭐
css	Software	⭐⭐⭐⭐⭐
image recognition	Software	⭐⭐⭐⭐⭐
optics	Hardware	⭐⭐⭐⭐⭐
statistical analysis	Software	⭐⭐⭐⭐⭐
openscad	Hardware	⭐
github, bitbucket	Software	⭐⭐⭐⭐⭐
jekyll	Software	⭐⭐⭐⭐⭐

Work Experience

Company	Knowledge Conferences
Timeframe	2017-Present
Location	Minneapolis, Minnesota
Position	CEO, Founder

Company	**Knowledge Conferences**
Description	Founded and ran the acclaimed Internet of Things Fuse (IoTFuse™) conference, MedFuse™ and AgroFuse.io™ conferences. This also included the largest IoT workshop series in the world, which I designed and personally curated. Conferences included sponsorships from all major cloud service providers, AWS, Microsoft, Google as well as many well-known tech companies and global attendance from many major Internet of Things (IoT) providers in hardware, software and machine learning application levels as well as internationally recognized attendee and speaker brands including Target, Best Buy, John Deere, NXP, Telit, AT&T, Digikey, Arrow Electronics and many more. Over >$650,000 USD revenue since start and attendance registrations over 5000.

Company	**Patrick Delaney Consulting**
Timeframe	2016-Present
Location	Minneapolis, Minnesota
Position	Consultant
Description	Various software development, machine learning development, hardware development and strategy contracts. Customers included Fortune 500 Companies as well as two international companies.

Company	**United Health Group**
Timeframe	2015-2016
Location	Eden Prairie, Minnesota
Position	Entrepreneur in Residence
Description	Using the lean startup process, and previous entrepreneurial discipline, Entrepreneurs in Residence were tasked with proposing innovative health-care centric high-growth tech businesses. My research area focused on connected pharmaceutical adherence.

Company	**Customer 1st - Samsung Semiconductors Authorized Representative**
Timeframe	2014-2015
Location	Bloomington, Minnesota
Position	Applications Engineer

Company	Customer 1st - Samsung Semiconductors Authorized Representative
Description	High end semiconductor and power systems representative sales in the midwest region including Minnesota, Wisconsin, Iowa and the Dakotas. Specialized in power systems sale to supercomputer micro-cluster in River Falls, Wisconsin and Samsung Semiconductor sales along with other lines of industrial semiconductor equipment. Added over $100M in TAM opportunities.

Company	Manutech
Timeframe	2012-2014
Location	Miami, Florida
Position	Consultant (2012), then Office Manager (2013-2014)
Description	Manutech manufactures magnetic components in its 400-person factory in Haiti. Originally consulting for Manutech to develop a 3 million USD assembly contract with a Midwest-based brand management company, later managed over 3 million USD in additional accounts as well as the headquarters office in Miami, which included a staff of six.

Company	Lumifficient
Timeframe	2012-2013
Location	Maple Grove, Minnesota
Position	CTO
Description	Lumificient was a LED sign light module manufacturer. I assisted with the transition of engineering process from originally R&D based design into project management style organization after company was reverse-merged into SeeSmart Technologies. I identified several key strategies for cost reduction of legacy LED technology systems and proposed three new system designs.

Company	The Solar Ninja
Timeframe	2010 - 2012
Location	Minneapolis, Minnesota
Position	CEO, Founder

Company	The Solar Ninja
Description	Self-started Solar-LED lighting and mobile phone charging product. Designed and sourced manufacturing myself. Cumulative over $150,000 in Gross Revenue over two year run. Brought light and charging to over 10,000 households in areas without electricity in Nicaragua, Panama, Haiti and over 20 countries in Africa.

Company	Ezer Sales
Timeframe	2010 – 2012
Location	Minneapolis, Minnesota
Position	Business Development Manager, Became Owner
Description	Startup company representing the world's largest electric materials distributor Sonepar. Worked under former VP of Operations of Wesco. Gross sales revenue over $500,000 per year for territory in Port Au Prince, Haiti.

Company	Eastek International
Timeframe	2009-2010
Location	Fenggang, Guangzhou, China
Position	Program Manager
Description	Contract manufacturer with electronics, plastics and turnkey assembly facilities in Dongguan, China. I managed product supply chain for 4 customers totaling US$6 million in annual revenue while based in the China plant.

Company	Schenk Vision
Timeframe	2008-2009
Location	Woodbury, Minnesota
Position	Optical Applications Engineer
Description	Schenk vision is a German-based automated quality control and assurance solution provider for solar panels, glass and flat roll-based plastics. I performed lab evaluations and reported key findings to tentative customers, and created an in-house software application to automate lab processes. I provided on-site installation and customer service for accounts totaling over $10 million in revenue across the US. Completed solo in-production system installation in Gujrat, India.

Company	CosmosIgnite
Timeframe	2007
Location	New Delhi, India
Position	Business Development Manager Engineer
Description	Early-stage Stanford-based startup company. I coordinated web page development, factory management and international sales of over 10,000 LED-solar lamps totaling $300k in revenue. Setup and managed webpage on Wordpress.

Company	ATK Orbital - (Northrop Grumman Space Division)
Timeframe	2004-2005
Location	Plymouth, Minnesota
Position	Business Development Intern
Description	Technical proposal writing and improved client relationships through storytelling. Coordinated multiple highly experienced engineers to create complex proposals for the US government. Lead engineer on a modeling project.

Company	Forest Restorations, LLC
Timeframe	2004-2008
Location	Afton, Minnesota
Position	Founder, CEO
Description	Self-started socially-responsible for-profit, removes environmentally damaging and invasive buckthorn. $140k+ revenue/year. Profits financed all of own college education and expenses.

Top

Education

School	University of Minnesota
Timeframe	2003-2008

School	University of Minnesota
Degree	B.S. Computer Engineering
Location	Minneapolis, Minnesota
Coursework Includes	Statistics & Stochastic Processes • Communications & Signal Analysis • Electronic Circuit Design • Power Electronics • Power System Design & Analysis • Business Law
Activities and Societies	Vice President Entrepreneurship Club • Biz Pitch Competition Founder • Chief of Staff of Minnesota Student Government • IT Student Senator
Awards / Accolades	Former Agents of F.B.I. Scholarship for each year attended. • IT Alumni Society Award 2008 – Outstanding Engineering & Science Student of Graduating Class 2008 • Paul A. Cartwright Award 2008 - Service Award for Engineering & Science Student

Certifications

Certifications
AWS DynamoDB for Developers
AWS Networking
AWS Storage and Data Management
AWS for Developers
AWS Serverless Apps
Azure Serverless Computing
Database Foundations Core Concepts
Learning VPN
Microservices Foundations
Networking Basics

Certifications
Programming Foundations: Data Structures
Scrum Advanced
Becoming a Product Manager
Corporate Finance Foundations
Becoming a Product Manager