Sean Murray

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Professional Experience

Fuchs & Eule
Berlin, Germany

OPERATIONS SPECIALIST
Jan. 2024 - May. 2025

- **CRM Migration:** Led requirement gathering from sales and leadership, refactored 200+ fields, and delivered a reliable system supporting cross-team processes.
- **CRM Configuration:** Defined monitoring processes for 2,000+ sales deals, supporting early detection and proactive management of pipeline events.
- **Report Generation:** Collaborated with CSO to align reporting with strategic priorities, reducing weekly report generation time by 99%.
- **Dashboarding:** Partnered with leadership to define reporting needs and collaborated with engineers to implement 50+ SQL/Metabase dashboards aligned with OKRs.
- **Automation:** Managed automation of lead ingestion workflows using n8n, reducing latency by 35%, improving operational visibility, and enabling more scalable team processes.
- **Internal Upskilling:** Delivered seminars on best practices in CRM tooling and analysis that improved team efficiency and autonomy.

Ethereal Skies
Dublin, Ireland

CO-FOUNDER & OPERATIONS LEAD
Oct. 2022 - Jan. 2024

- **Operational Oversight:** Headed digital operations for a growing music and events brand, overseeing campaigns that sold out 1,000+ capacity venues and shaped the brand's public presence.
- **System Design:** Co-ordinated end-to-end delivery of system design, increasing YoY engagement by 60% and boosting paid ad CTR by 11x.
- **Operational Infrastructure:** Optimised digital infrastructure (Meta Ads, analytics tools, communications platforms), reducing manual work by 40% across 10+ campaigns.

Accenture
Dublin, Ireland

APPLICATION DEVELOPMENT ANALYST
Sept. 2021 - Oct. 2022

- **Application Support:** Delivered Salesforce setup for a global social media client, contributing to $2M+ in annual cost savings through automation within an Agile environment.
- **Cloud First Group:** Worked within the Cloud First group, assisting in RFQ evaluation with a 100% RFQ selection rate, and long-term data process maintenance across Salesforce CRM environments.
- **Client-Side Maintenance:** Designed long-term maintenance and incident response planning for client-side application infrastructure, cutting response times by 70%.
- **Application Optimisation:** Analysed existing applications, identifying areas for improvement, and recommended solutions for enhancement to reduce handover friction.

Wi-Now Computers
Dublin, Ireland

DATA ANALYST
May. 2019 - Mar. 2020

- **Database Systems:** Developed and maintained scoring systems for national sporting events, ensuring data accuracy and reliability.
- **System Maintenance:** Diagnosed issues through database analytics that arose including system stability, network drops, document support, and site maintenance throughout events.
- **User Support:** Contributed to the continuous improvement of score systems, and provided support and guidance to users.

Trinity College Dublin (TCD)
Dublin, Ireland

TEACHING ASSISTANT
Jan. 2019 - Apr. 2019

- **Conceptual Understanding:** Teaching Assistant for 100+ Junior Freshman Linear Algebra students, providing support and guidance to students in their understanding of linear algebra concepts and problem-solving.
- **Feedback:** Helped to prepare and conduct tutorial sessions and review classes, facilitating discussions, grade assignments and exams, and provide constructive feedback to students.

Trinity College Dublin (TCD)
Dublin, Ireland

PROJECT ADMINISTRATOR
Jun. 2018 - Aug. 2018

- **Course Organisation:** Project Administrator for 50+ practitioners of Development Economics at a Summer School and Workshop, helping to coordinate and manage various aspects of the program.
- **Program Planning:** Assisted with program planning, scheduling sessions, and coordinating workshops and presentations.
- **Administration:** Handled administrative tasks including registration, maintaining participant records, and managing communication with both participants and faculty.

Education

Trinity College Dublin (TCD) *Dublin, Ireland*
M.Sc. in High Performance Computing *Sept. 2019 - Sept. 2021*

- Awarded the Member First Credit Union Scholarship (2018).
- Successfully elected to the University Senate as Faculty Officer for Engineering, Mathematics, and Science (EMS) by the student body.
- Head Organiser for The Bouncy Ball, an annual ball for members of trampolining clubs in Dublin.

Trinity College Dublin (TCD) *Dublin, Ireland*
B.A. in Economic & Social Studies *Sept. 2014 - Nov. 2018*

- Societies involved in: DU Trampoline (Coach and Treasurer), Trinity Student Managed Fund (Analyst and Senior Analyst).

Skills

Data & Tools	SQL, Python, Adobe Cloud, Metabase, Tableau, Power BI.
Programming	Java, JavaScript, Golang, C/C++, Git, Bash, HTML5, R, LaTeX.
Certifications	Google Cloud Certified Cloud Digital Leader, AWS Certified Cloud Practitioner.
Languages	English, German, Irish, French.
Additional Interests	Triathlon, Cycling, Travel, Trampolining, Graphic Design, Music Production.

References available upon request.