SHAWN M. CROWLEY

West Chester, Pa · 610-342-7565

scrowley@buffalo.edu · https://www.linkedin.com/in/shawnmcrowley

Dear Hiring Manager,

I'm writing to apply for the Head of Technology position on Linkedin. I have over 20 years of Industry experience leading technology organizations and projects.   My most recent role has been as a Head of Global Enterprise Architecture and Operations Technology at The Lycra Company.   I am heavily focused on our data architecture using Snowflake, our Digital presence, and, rationalizing our ever-growing portfolio.. Additionally, I was recently Head of Customer Success and Sales Engineering at two startup SaaS companies. Both organizations relied heavily on cloud infrastructure and built microservices and APIs to fuel their products. In both roles, I championed the direction and execution technology strategy and thought leadership to our largest enterprise customers to deploy customer centric, value-added technology solutions.

Secondly, I spent 15 years at Oracle USA driving technology strategy and direction for the North American Technology Business Unit. This involved extensive customer interaction, architectural design, technology evangelism, and value selling. Some key achievements were:

- Delivered 30% growth in Strategic License Sales across 6 lines of business delivering $1.1 Billion in revenue
- Built a multi-industry solutions group focusing on Fortune 100 customers in Financial Services/Insurance, Retail/CPG, Utilities and Energy, Communications, Media, and Entertainment, Manufacturing, and Healthcare
- Designed and developed cross-industry solutions leveraging hybrid architectural strategies
- Grew the Middleware Software Business to upwards of $500 Million in revenue

 I know I can be a tremendous asset to your organization and a driver of growth.

I look forward to hearing from you,

Shawn M. Crowley