

Sean Conroy

TECHNOLOGY EXECUTIVE | PE VALUE CREATION & PRODUCT INNOVATION

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Technology executive with a record of driving enterprise value in private equity-backed and high-growth environments. Delivers turnarounds, scales technology platforms for hyper-growth, and modernizes organizations by aligning technology with financial outcomes. Combines C-level strategic leadership with hands-on experience building and launching AI-native SaaS products.

PE-Backed Turnaround & Value Creation

Leads technology organizations through complete business turnarounds, restructuring IT from a cost center into a strategic growth driver. Partners directly with private equity sponsors and boards to execute value creation plans.

- Led technology for an e-commerce turnaround, growing revenue from \$150M to \$250M and restoring profitability from a \$10M annual loss to a \$5M annual profit.
- Restructured the IT organization and presented strategic roadmaps to the Board of Directors, executing a plan that reduced IT operating expenses by 80%.
- Architected a custom order management system and data pipelines connecting 100+ vendor feeds, increasing order fulfillment rates for a \$250M+ enterprise.
- Accelerated technology delivery by 10x, launching a new gift card platform in 6 weeks.

High-Growth Scaling & Transformation

Builds and scales technology organizations, platforms, and processes to support rapid business expansion. Leads enterprise-wide digital transformations, replacing legacy systems to enable growth without proportional increases in operating expense.

- Enabled 200%+ headcount growth (50 to 190+) by building the technology organization and strategy from the ground up.
- Managed a \$1M+ technology budget, building an 8-person global team of engineers and analysts across onshore and nearshore locations.
- Founded an enterprise-wide digital transformation, migrating from Microsoft Great Plains to NetSuite ERP and deploying Salesforce CRM.
- Designed and implemented a central data warehouse (Azure SQL, Google BigQuery) to eliminate data silos and automate executive reporting.

Cybersecurity & Compliance Governance

Establishes and matures comprehensive security and compliance programs for highly regulated industries. Translates complex technical risk into board-level strategy, ensuring adherence to standards like SOC 2 and HIPAA.

- Authored "Cybersecurity for CEOs," an Amazon bestseller on managing cyber risk and building security-aware organizations.
- Established the SOC 2 and HIPAA compliance frameworks for a high-compliance HR and financial services firm, managing quarterly audits, penetration tests, and risk assessments.
- Directed incident response for acquired companies facing data breaches, leading cloud vulnerability remediation and hardening security posture.
- Architected and set up Zero Trust architecture, network segmentation, and phishing-resistant MFA (Entra ID, CrowdStrike) to meet NIST 800-171 controls.

Product Innovation & AI Automation

Builds and operates commercial SaaS products and internal AI-driven tools that create new revenue streams and drive operational efficiency. Leverages modern serverless/edge architectures and AI agents to solve business problems.

- Founded a SaaS product studio, personally building and launching a portfolio of 7 interdependent products spanning developer tools, productivity, and AI.
- Built an organic acquisition engine using technical SEO, growing portfolio traffic to over 80,000 monthly visitors with zero ad spend.
- Resolved a custom AI/NLP tool that automated complex financial workflows, reducing manual processing time by 90% and labor requirements by 85%.
- Engineered an AI-native game development pipeline using AI-generated assets and AI testing agents, targeting a 9-month delivery versus a conventional 4-year cycle.

Technology Modernization & Cost Optimization

Modernizes legacy infrastructure by migrating on-premise systems to scalable, high-availability cloud environments. Optimizes technology spend through vendor consolidation and efficient architectural design.

- Re-platformed legacy on-premise systems to cloud-native PaaS solutions (Azure, GCP), enabling a without disruption transition to a fully remote workforce.
- Designed and maintained infrastructure for 3 data centers and 30 remote locations at a major airline, ensuring 99.99% uptime for critical flight operations.
- Programmed zero-waste serverless/edge technology stacks for a SaaS portfolio, maximizing gross margins by minimizing hosting costs.
- Automated financial processes, reducing manual invoicing labor by 85% and cutting outstanding A/R balances by 50%.

LEADERSHIP STYLE

Drives business turnarounds by aligning technology with financial outcomes. • Builds and scales organizations and platforms from the ground up. • Operates with an owner's mindset, from P&L to hands-on product creation. • Translates complex technical risk into board-level business strategy.

THOUGHT LEADERSHIP & COMMUNITY

- Author: "Cybersecurity for CEOs: What Every Business Leader Needs to Know" (Amazon Bestseller)
- Creator: Orange Inbox (Open-Source, Cloud-Native PWA)