

Sean Conroy

Technology Executive | PE Value Creation & Product Innovation — Fractional & Advisory Services

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.

WHAT I DO

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.

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.

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.

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.

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.

OUTCOMES I'VE DELIVERED

- 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.
- Enabled 200%+ headcount growth (50 to 190+) by building the technology organization and strategy from the ground up.

ENGAGEMENT MODELS

Advisory

A FEW HOURS / MONTH

On-call strategic counsel for your leadership team — reviews, decisions, and direction without a full-time hire.

Fractional

1-2 DAYS / WEEK

Embedded senior leadership owning the function on a recurring retainer, driving outcomes alongside your team.

Project-Based

DEFINED SCOPE

A fixed-scope engagement with clear deliverables and a timeline — ideal for transformations, audits, or build-outs.

WHY ME

\$250M

REVENUE AFTER
TURNAROUND
(AUTOANYTHING)

80%

IT OPEX REDUCTION

200%+

HEADCOUNT GROWTH
SUPPORTED (TEAM RMS)

\$1M+

ANNUAL TECHNOLOGY
BUDGET MANAGED

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.

Let's talk about your goals.

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Reply to start a conversation about a fit for your team.