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Joe Drumgoole

Joe has worked as executive for the past 20 years with his core focus on innovation, product development and pre-sales. Over that time he has developed comprehensive leadership, people, product and engineering management skills. He is delivery oriented, analytical, creative and a pragmatic decision-maker. He has extensive experience of large systems software design and deployment. Joe has a deep understanding of Cloud Computing, enterprise Software, and systems infrastructure. Joe speaks regularly at tech conferences and has excellent public speaking and presentation skills.

Qualifications:
- BA Moderatorship in Computer Science from Trinity College, Dublin
- Diploma in New Business Studies (DIT Hothouse Incubator Program)

Experience:

Director of Developer Advocacy, EMEA – MongoDB   Feb-2016 - current
Dublin
At MongoDB I am responsible for promoting the use of our new products at the developer level with a key focus on our Cloud offerings (MongoDB Atlas and MongoDB Stitch). As part of my role I developed a complete suit of analytics software for tracking growth of our own and our competitors communities on Meetup.com. I created the new MongoDB Masters program this year and launched it with a revamped Masters Event at MongoDB World. My team is responsible for promoting our products to developers at workshops, hackathons and conferences throughout Europe.

Director of Solutions Architecture, EMEA-MongoDB   Jul 2012 to Feb 2016
Dublin
I was hired as Director of Partner Technical Services but was rapidly promoted (within 6 months) to overall head of Solutions Architecture for EMEA. I managed 16 Solutions Architects across Europe through the launch of MongoDB 3.0 and a complete change of the pre-sales and sales executive team. I instituted proper metrics for SA activity in SalesForce and created the European Sales Bootcamp program for new hires.

VP Product Management – FeedHenry   Apr-2011 - Jul 2012
Dublin
As VP of product management, I defined the product strategy and positioning for all FeedHenry products and created and managed the product roadmap. My key task is to ensure proper product/market fit. I was responsible for repositioning the product as both a native and hybrid delivery stack. During my tenure we transitioned the core infrastructure from a proprietary stack to the CloudFoundry infrastructure. I drove a complete revamp of the user experience as a stepping stone to delivering a new SaaS offering.

(Contract) Director of Technology – Newbay   Sep-2010 - Apr-2011
Dublin
Newbay was the market leading company is delivering storage and social networking infrastructure for mobile operators. It has since been sold the RIM. As Director of Technology I reported to the CTO. I led the roll out of the EMC Atmos storage infrastructure for NewBay's largest US customer, Verizon. This was a high pressure project with extremely tight deadlines that required coordination between Verizon, EMC, Newbay professional services, Newbay engineering and Newbay operations. The project was successfully delivered on time and on budget.

Founder and CEO - CloudSplit.com   Nov-2009 - Sep-2010
Dublin
Founded CloudSplit.com in Aug 2009 to capitalise on exploding market in Cloud Computing and real-time cloud analytics. CloudSplit was a finalist in IBM SmartCamp in November '09 and won the bronze award for the best startup at LeWeb in Dec '09. In April 2010 it was the Winner of the NDRC LaunchPad Award. CloudSplit has since shut down.

(Contract) Commercial Development Director - *NDRC*   Mar-2009 - Nov-2009
Dublin
In the NDRC I led the commercial development efforts for a number of research projects. My role was to identify the market opportunity and the potential partners and exit strategies. I managed four separate projects in parallel during my time at NDRC. Each project comprised of a commercial entity and one or more third level institutions.

Founder and CEO/CTO - *PutPlace.com*   Jan-2006 - Mar-2009
Dublin

Founded PutPlace.com a start-up that helps home users find, organise, secure and share their digital content. Raised over €1.1m in funding, built a successful team and product which was launched in July-08. I hired a senior management team and board that placed PutPlace.com at the forefront of the Irish start-up sector.

PutPlace.com was one of the first companies in the world to adopt Amazon's cloud computing services and as lead designer I was intimately involved in the design and deployment of all versions of PutPlace since 2006. Sold PutPlace.com to a consortium of investors in Mar-2009.

Senior Development Manager - *Oracle Corporation*   Sep 2003 - Dec 2006
Dublin

Head of a new software team tasked with developing the Porting Centre Software Factory, a suite of software designed to support automation of the Oracle Global Development Model. I grew that team to nine engineers, delivered substantial automation technology for the Porting Centre Software Factory and expanded the team's responsibilities into supporting Oracle's latest OnDemand initiatives.

Co-Founder and Chief Technical Officer - *LeCayla.com*   Apr 2002 - Sep 2003
Dublin

Co-Founder of LeCayla.com an online billing solutions vendor for the SaaS market. LeCayla was sold to OpSource.net in 2008. I defined the core product offering and helped develop the product/market fit.

Director of Engineering - *Cape Clear Software Ltd.*   Apr 2000 - Apr 2002
Dublin

Initially reporting to the board and later to the COO, I built and managed the Engineering Division responsible for CapeConnect, Cape Clear's first product offering. I recruited the team of 20 developers, set up the development processes, managed the creation of the first product and successfully delivered the first version of CapeConnect to the market within 6 months of joining the company. Subsequently setup a dedicated R&D division for Cape Clear.

Development Manager – *CR2 Ltd.*   Jun-1998 - Mar 2000
Dublin

Reporting to the CEO, I was the second employee to join CR2 and oversaw the creation of the Engineering Division responsible for CR2's flagship product, **BankWorld**. I hired all the technical team members, oversaw the design and managed the overall deliverables. I delivered the first commercial version of the software and ensured that the team continued to innovate throughout my time at CR2. BankWorld is still CR2's core product offering.

(Took a year off to travel around the world between April 1997 and June 1998)

Development Manager - *Nomura Research Institute*   Dec 1995 - Apr 1997
London

Delivered AME, application Management Environment and put it into production.The AME system is critical to Nomura's daily business and must run 24 hours a day 7 days a week. It supports hundreds of applications running on a 1000+ workstations and servers spanning all of Nomura's world-wide offices. AME is still in use at Nomura.

Senior Software Engineer - *SilverPlatter Information*   Feb 1994 - Dec 1995
London

Reporting to the Development Manager, I worked as a lead engineer on their first client-server product ERL - Electronic Reference Library. ERLwas a client/server implementation of SilverPlatter's desktop search client. During my tenure I was promoted to technical team leader for the ERL team.

Senior Software Engineer - *Digital Equipment Corporation*   Jan 1988 - Dec 1993
Reading England

Worked on supporting DEC's ISVs and then moved to the Ultrix Engineering team to build core-infrastructure.

Software Engineer - *Generics Software*   Jun 1986 - Dec 1987
Dublin

I worked on a graphical software development for the CAD/CIM industry.