

KEVIN CONROY

TECH EXECUTIVE • MANAGER OF MANAGERS • STRATEGIC PRODUCT VISIONARY

CLIMATE | PAYMENTS & DONATIONS | CONVERSION RATE OPTIMIZATION | SAAS | PLATFORM DEVELOPMENT

Engineering and product leader who provides clear, strategic guidance while motivating teams to excellence. Kevin knows how to successfully innovate, build, launch, scale, and maintain award-winning products.

PEOPLE MANAGEMENT

Proven ability to hire, retain, grow, and help teams thrive. I help teams do their best work and support their continued growth. My focus on diversity, equity, inclusion, psychological safety, and professional development has helped me build a distributed team of talented, caring, diverse individuals. [See what my team says about me](#)

VISION + COLLABORATION

Empathic leader and visionary that inspires others to action and excellence. I know how to work closely with peers, include teams in decisions, and help stakeholders feel they've been heard. I know how to communicate an exciting vision that we can innovate towards, how to solve problems within budget, and address risks before they become emergencies. My approach has allowed my teams to ship frequently & create delightful user experiences.

TECHNICAL + PRODUCT EXCELLENCE

Award-winning technology, product, design, and marketing leader. I can easily switch hats as needed between domains, both empowering the team and contributing as needed. While my roots are in technology and user experience, I've always thrived in helping solve the multi-disciplinary challenges that cross-functional teams face. My work has won awards at CES, been awarded eight patents, and inspired 1.5M people to donate to charity.

EXPERIENCE

Engineering Manager, Climate

[Meta](#) Remote (US)

2022 - Present

- Supporting the engineering team working on climate within Social Impact

Chief Product Officer + Chief Technology Officer

[GlobalGiving](#) Washington, DC

2013 - 2022

- Managed six remote and hybrid teams and team-of-teams for engineering, product, and design of 24 staff.
- Found product-market fit for our marketplace and SaaS products, overseeing business lines, product, tech roadmap, resulting in growth from \$2M to \$600M from 1.3M donors, with sustained 35% YOY growth.
- Set strategic vision and direction for a suite of B2C, B2B, and SaaS product offerings, developed ambitious roadmaps to achieve OKRs, and led agile process with a team of teams, yielding sustained NPS of 71-73.
- Recruited, led, and grew a team of engineers, product managers, and designers in a remote-first culture across four time zones with a focus on diversity, inclusion, psychological safety, and best practices.
- Managed \$10M budget, improved ROI, and provided regular updates to the Board of Directors on growth.
- Managed payments infrastructure, sending \$2M-\$10M/month to/from 180 countries via multiple methods.
- Public spokesperson for media, case studies, and key business partners, including Microsoft, Salesforce, Facebook, and more. Spoke at SxSW, Gates Foundation's Greater Giving Summit, and AWS re:Invent.

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Director of User Experience & Product Development, GlobalGiving 2010 - 2013

- Promoted to lead consumer marketplace, including product, marketing, and design; Grew from \$2M to \$20M.
- Identified opportunity to add recurring donations; Planned and implemented all features, including ongoing optimizations, developing it into a \$7M/year program supporting thousands of organizations.
- Designed, developed, and maintained website including design, front and backend web development, and API.
- Planned and ran consumer research with leading behavioral economists at Harvard, Duke, Yale, Columbia.

Senior Java Web Developer, GlobalGiving 2007 - 2009

- Recruited as employee #10 as the second full-stack web developer for GlobalGiving.org.

Co-Chair, [CTOs for Good](#) 2012 - 2022

- Directed peer learning, professional development, membership, and annual conference for senior technology leaders at tech-led nonprofits including Wikimedia, DonorsChoose, Kiva, charity: water, Khan Academy, etc.

Research Specialist

Accenture Technology Labs Chicago, IL 2006 - 2007

- Researched software engineering, collaborative development; published 5 papers and awarded 7 patents.

Lead User Experience Designer and Software Engineer

Hillcrest Labs, Inc. (now [NASDAQ: CEVA](#)), Rockville, MD 2004 - 2006

- Designed and developed next-gen user experiences, earning Best of Consumer Electronics Show (CES) 2005.
- Designed and implemented TV interfaces, novel features, and algorithms as a full-stack developer.
- Represented the company at conferences and with Fortune 500 executives.

Research Assistant

Human-Computer Interaction Laboratory, University of Maryland, College Park 2003 - 2004

- Awarded Best Undergraduate Research Project in College of Computer, Mathematics, and Physical Sciences for 2003-2004 for developing [ProofRite](#), a word processor that allows you to import hand-written annotations.

User Interface Designer, Programmer/Analyst

ProList, Inc. Gaithersburg, MD 1998 - 2003

- Developed customer relations management system with postal mass mailing facility.

EDUCATION

B.S. Computer Science with Honors 2004 University of Maryland, College Park GPA: 3.9/4.0

B.A. Economics 2004 University of Maryland, College Park GPA: 3.9/4.0

International Baccalaureate (IB) 2000 Richard Montgomery High School

TECHNICAL SKILLS

Java • HTML/CSS/JS • Python • SQL • Full-Stack Web Development • AWS • Git • Docker • DataDog • API • UX/UI

HOBBIES

Cooking & food blogging [makebetterfood.com](#) • Running half-marathons & marathons • Girl Scout Leader