Chris McConnell

mcconnell.chris@icloud.com | (202) 341–8344 | LinkedIn: c-mcconnell | GitHub: @miqcie

Technical Account Executive | Sales + Implementation | PostHog Contributor

EXPERIENCE

PostHog | Contributor (2025-Present)
- Contributed dynamic LinkedIn sharing feature via GitHub PR #12507
- Completed PostHog Academy Post-it Note certification
- Implemented analytics on 2 personal sites
- **Pizza Toppings:** Supreme (pineapple=Switzerland)

Deep Water Point & Associates | Director, Sales & Operations (2021-2025)
- **$500K enterprise deal** closed through consultative selling and technical discovery
- **$400K savings** delivered with Python automation (cut 160 hrs → 12 hrs)
- **300+ users secured** with Zero Trust (NIST 800-171 compliant)
- **100+ consultants trained** on secure AI adoption and technical tool implementation
- Improved sales forecasting accuracy by cleaning pipeline data and optimizing CPQ workflows

Style.me (SaaS Fashion Startup) | MBA Sales Manager (2020)
- **50% lower inbound lead cost** using A/B testing + funnel optimization in LinkedIn Campaign Manager
- Supported product-led growth from MVP→PMF

Ermenegildo Zegna | Sales Director (2018-2019)
- **$4M P&L managed** with 7-person team
- **$500K revenue growth** through CxO engagement + relationships

Saks Fifth Avenue | Sales Manager (2013-2018)
- **Scaled sales $4.5M→$6M** leading 15-person team
- Launched digital selling platforms driving omni-channel adoption
- Managed **20+ vendor relationships** and product training programs

SPEAKING & RECOGNITION

- Featured by 1Password at NASDAQ & RSA Conference 2025 for human-centric security implementation
- Guest lecturer: NYU Stern MBA & VCU Executive MBA programs on stakeholder management

TECHNICAL SKILLS

Analytics: PostHog, Google Analytics, Power BI
Sales: Salesforce, Apollo, LinkedIn Navigator
Implementation: Python automation, API integrations, Zapier, Postman, SQL

EDUCATION

MBA Strategy & Analytics, NYU Stern | BA English, University of Idaho