

PATRICK McGINLEY

Founder, Derry Training | Technology Leader — Cybersecurity · Cloud · Software Engineering

Greater Chicago Area · Remote

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EXECUTIVE PROFILE

Founder of **Derry Training** — a skills-based digital education platform I conceived and built end to end — created on the strength of 19+ years leading security operations and engineering at global scale. Before founding Derry Training I established Security Operations Centres in five countries and held P&L ownership of a £2M product division at Grey Glade. I build products and lead teams from a rare base of hands-on security, cloud and software depth, and move easily between board-level strategy and technical execution. Authorised to work in the USA, UK and EU.

SELECTED SCALE & IMPACT

Founder Derry Training	2,000+ Learners served	5 SOCs established (countries)
£2M Product-division P&L	19+ yrs Leading technical teams	US · UK · EU Work authorisation

CORE CAPABILITIES

Founder & Product	Built Derry Training end-to-end — curriculum, custom learning application, assessment engine, CRM · product & commercial ownership
Security & SOC	Security Operations Centres in five countries · penetration testing (OSCP) · blue-team · threat detection & incident response · governance (CISM)
Software & Cloud	Python · Java · JavaScript · PHP · React · Django · REST APIs · AWS · Azure · GCP · Docker · Kubernetes · Terraform
Leadership & P&L	£2M product-division P&L · distributed teams across five countries · board & C-suite advisory · technology roadmaps
Learning & Enablement	Skills-based training design · 150+ workshops · certification prep · SME digital transformation
Commercial	Go-to-market · commercial performance across NA / EU / APAC · digital marketing & SEO

EXPERIENCE

Founder & Head of Training Derry Training — Digital Education & Skills Development | Jan 2019 – Present · USA, UK & Ireland

Flagship — the product I built. Everything below is the experience that made it possible.

- Founded Derry Training and built its digital-education platform end to end — curriculum, custom learning application, assessment engine and CRM — with hundreds of features designed, shipped and deployed.
- Served 2,000+ learners aged 16 to 65+ and delivered 150+ hands-on workshops across cybersecurity, cloud, software, data science and digital marketing.
- Partnered with public-sector bodies, private companies and NGOs to build tailored digital-transformation programmes; upskilled entire SME teams on remote collaboration and cybersecurity awareness.
- Drove strong certification pass rates (incl. CompTIA A+) through 1:1 mentoring, revision bootcamps and the interactive e-learning I built.
- Own product direction and the commercial model — designing the offering, the technology and the go-to-market.

Head of Software Engineering Grey Glade Ltd — Software Consultancy | Sep 2021 – Mar 2025 · UK & Ireland

- Held full P&L responsibility for a £2M cybersecurity product division, managing commercial performance across North America, Europe and Asia-Pacific.
- Directed the establishment of Security Operations Centres in five countries — bringing ~99% of the ecosystem (several thousand endpoints) under 24/7 monitoring at a 99.9% ('triple-nine') availability SLA — with OSCP-aligned penetration testing and blue-team practices.
- Led and scaled cross-functional engineering teams of 5+ across the UK, Ireland, US and Eastern Europe, maintaining delivery continuity across time zones.

- Acted as senior technical advisor to C-suite and board stakeholders, shaping multi-year technology roadmaps and cybersecurity strategy.

Senior Software Engineering Manager Avendai Group — Telecommunications Holding Company | Jun 2019 – Sep 2021 • Turkey

- Led the in-house security engineering function across the group's telecommunications portfolio, driving threat detection, incident response and continuous security improvement at enterprise scale.

Solutions Architect Avendai Group — Telecommunications Holding Company | Aug 2017 – Jun 2019 • Turkey

- Architected and delivered blue-team Security-as-a-Service and penetration-testing capabilities across the group's telecommunications portfolio.

Software Development Team Lead NCC Group — Global Risk Mitigation & Security Testing | Mar 2016 – Aug 2017 • UK

- Led blue-team security operations and penetration-testing engagements for UK banks and other high-assurance clients at one of the world's leading risk-mitigation firms.

IT Systems Analyst / Helpdesk FP Global Ltd — International Educational Technology Services | Sep 2006 – Mar 2016 • UK & Ireland

- Progressed from IT helpdesk to systems analyst over a decade, taking on greater responsibility for support, maintenance and strategic infrastructure development each year.

EDUCATION

The Open University — BEng, Engineering (in progress, 2024-)

University of St Andrews — MA, Software Engineering & Philosophy with Linguistics (2012–15)

Queen's University Belfast — BSc, Computer Science with Mathematics & Psychology (2009–12)

St Columb's College — 4 A-Levels, 10 GCSEs (2002–09)

CERTIFICATIONS

Cloud: AWS Solutions Architect Professional • Azure Solutions Architect Expert

Security: OSCP • Certified Ethical Hacker • CompTIA Security+ • CISM

Management: Project Management Professional (PMP) • Certified Scrum Master

Data & Network: CompTIA A+ • Network+ • Data+ • IT Specialist (Python & Java) • CCNA

Sales & Marketing: Ahrefs SEO • Semrush SEO • Certified Marketing Professional • Google Ads