

Ryan Merlini

Technical Product Leader
2X Founder

Summary

Founder of a home-sharing startup with extensive expertise in product management and operations.

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 RyanMerlini.com

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 New York, NY

Experience

FriendOver

May 2023-Present | **Founder** | Home-Sharing Startup

New York, NY

- Developed software to run a 22 property home-sharing startup, earning \$26k ARR.
- Analyzed hospitality market trends to improve guest-host match rate to 80%.
- Built automation layers to collect payments and dispatch professional cleaning services weekly.
- Achieved 5% host growth rate week/week securing entry into StartOut's Mentorship Program in '24.

Axiomcloud.ai

Jun 2022-Jun 2023 | **Senior Product Manager** | Predictive Analytics Startup

New York, NY

- Led enterprise engagement strategy for software that runs the world's cooling systems.
- Ran scrum team for Web App and built data pipelines for reporting engagement metrics to C suite.

Latch

Feb 2020-Feb 2022 | **Product Manager** | PropTech Startup

New York, NY

- Led and scaled nationwide pilots of Google Nest integration to 40+ multifamily apartment buildings.
- Improved feature usage by 99% through coordination of professional installations in user's homes.
- Iterated 10+ new features across Android, iOS, and Web, leading 7 engineers as scrum master.
- Led API product team interface with Google, Honeywell, and ecobee for their Multifamily use case.

Feb 2019-Jan 2020 | **Associate Product Manager** | PropTech Startup

- Led battery drainage investigation with data team to achieve 12 month battery life.
- Pitched and secured a partnership with Google's API team to incorporate Nest control in Latch App.

Lokavore

Jan 2018-Feb 2019 | **Founder** | Multifamily Vending Machine

Washington, DC

- Built web app for self-checkout snack markets at 5 WeWork and Make locations.
- Designed UX for self-checkouts from lockers to final open-door model accepted by WeWork.

Cambridge Associates

Jan 2015 - Jan 2018 | **Private Investments Analyst** | Private Investments Team

Washington, DC

- Led team of 4 analysts delivering performance reports of 940 private investment funds.

Education

Georgetown University

Sep 2010 - May 2014 | **Bachelor Degree** | English; Economics

Washington, DC

- GPA: 3.63, Cum Laude

Additional

- Latch Patent Holder: Smart Home Integration with Hub 10,909,792, 17/085,160, 17/171,540
- Skills: SQL, HTML, CSS, Javascript, AWS, Mixpanel, JIRA, Airtable, G Suite, Close CRM
- Languages: Spanish- business proficiency