

# RYAN GIBBS

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## SUMMARY

**\$10M+ revenue, 83% cost savings, and 482% user growth** building data and AI-powered B2B products at VikingCloud, Circular, Bloomberg, and Ipreo.

## EXPERIENCE

**RDG Consulting – Founder** | Raleigh, NC | 02/2025– Present

- Product and data management consulting for SMBs/startups

**Circular.co – VP/Head of Product** | Raleigh, NC (Remote) | 04/2022–08/2024

- VC-backed B2B climate tech startup in recycled plastics data and sourcing.
- **1st-of-kind AI tool** launched for recycled plastic sourcing decisions
- **Monthly OKRs** hit for feature delivery, partner integrations, and emissions modeling
- **GHG calculator** built to compare virgin vs recycled plastic footprints
- **Newsletter reach:** drove product visibility through published insights
- **100% GTM roadmap** ownership; structured data acquisition and partner strategy

**VikingCloud – VP/Head of Product** | Raleigh, NC (Remote) | 03/2021–04/2022

**Director, Product Management** | 04/2017 to 03/2021

- Built product org from scratch during post-merger scaling of MSS and compliance services.
- **\$10M–\$20M revenue:** in-house endpoint agent deployed to **4M customers**
- **66% cost savings** on AV SDK licensing; **83% vs legacy endpoint costs**
- **3,000 QSR locations onboarded** to a network health API in **8 months** → **\$30K MRR**
- **482% user growth** (5.6K → 27K) in customer portal with analytics/alerting tools
- **\$72K MRR** from broadband product launch; built ISP provisioning ops from scratch
- **50+ contracts negotiated**, including ISPs and SaaS/legal T&Cs
- **SIEM migration:** reduced vendor costs through in-house log analytics deployment
- **Agile telemetry adoption**, onboarding automation, and JSON-based alert system

**Ipreo (now IHS Markit) – Director, Product Management** | Raleigh, NC | 2015–2016

- Owned \$20M fixed income product line used by 70+ investment banks.
- **4 direct reports**, global Agile rollout, and persona-driven UI redesign
- Built workflow for investor electronic bond order routing across syndicate desks

## **Bloomberg LP – Product Manager, EMSX | NYC | 2011–2015**

- **14% EMSX user growth** across a 16K user base
- Delivered TCA and EMS/OMS integration tools for global equities and derivatives

## **Knight Capital / Société Générale – Trading & Execution Roles | NYC/NJ | 2006–2011**

- Scaled index trading revenue from **\$2M → \$30M**
- Launched **\$2M DMA/algo** trading platform across the Americas

## **SKILLS & TOOLS**

- **Data & Analytics:** ETL, SQL, Python, R, PowerBI, Looker, Tableau, Databricks, Elastic
- **AI/ML:** Replit, Bolt, v0, Lovable, ChatGPT/Claude/Gemini
- **Product:** Figma, Notion, Pendo, Google Analytics, Agile/DevOps/CI/CD
- **Finance:** Trading Systems, Global Equities, ETFs, Options, MBS

## **EDUCATION & CERTIFICATIONS**

- **MBA**, Management of Technology and Operations, NYU Stern School of Business
- **BS - Economics**, Duke University
- **Chartered Financial Analyst (CFA)**, CFA Institute
- **AI for Product Management**, Duke University (via Coursera)
- **Machine Learning Specialization**, Stanford (via Coursera – in progress)