RYAN GIBBS

+1 (917) 494-9712 | rdgibbs@gmail.com | Raleigh, NC, USA | LinkedIn | Portfolio

PROFESSIONAL SUMMARY

Product, Data & Ops Leader with 15+ years of startup, growth stage and enterprise experience in cybersecurity, climate tech, and financial services/capital markets industries. Expertise in leading cross-functional product discovery & delivery, and creating over $10M in SaaS/DaaS revenue with successful product-market fit. Entrepreneurial, data and results-driven professional seeking full-time product leader roles focusing on data analytics/data-centric products and driving business growth through AI/ML.

PROFESSIONAL EXPERIENCE

RDG Consulting, LLC   **Raleigh, NC**
Founder/Principal   *February 2025 - Present*
- Single member LLC set up for part-time product and data management consulting projects for SMBs/startups.

Circular   **San Francisco, CA (*remote*)**
VP, Product   *April 2022 - August 2024*
- Led product, design and data management functions for seed stage VC-backed B2B sustainability startup focused on recycled plastics data aggregation and analytics
- Owned and delivered on product GTM strategy + roadmap via weekly/monthly/quarterly OKRs
- Launched 1st of kind AI-powered tool for recycled plastic sourcing decisions
- **Reduced time to market 10x** using automation tools to in conjunction with ETL and data warehousing to expedite recyclates database QA
- Managed vendor API integrations for ingesting recyclates pricing data for time-series and statistical analysis

VikingCloud   **Chicago, IL (*remote*)**
VP/Head of Product, Business Solutions   *March 2021 - April 2022*
- Established a formal product organization in partnership with the COO
- Led all product operations and P&L mgmt for Business Solutions business unit, with significant cross-functional influence on commercial, marketing, product engineering, sales, vendor, legal, and support functions
- **Achieved 83% cost savings vs legacy tech** with in-house development of endpoint agent, coupled with **66% negotiation-driven additional savings** on antivirus SDK licensing costs
- **Oversaw 482% MSS user growth** (5.6k -> 27k) with analytics/alerting tools
- **50+ contracts negotiated,** including ISPs and vendor MSAs/T&Cs

VikingCloud   **Chicago, IL (*remote*)**
Director, Product Management   *April 2017 - March 2021*
- Owned product roadmap and GTM launches for NuArx's managed security (MSS) and business continuity services portfolio, including setting/tracking OKRs, owning product-market fit, competitive positioning, pricing, software development life cycle
- Built 0-1 product org to **grow and scale MSS and managed compliance (PCI/PII/GDPR/CCPA) services ~30%**
- **3k QSR locations** onboarded to Network Health app/API in 8 months -> **$30k MRR**
- **Created $72K incremental MRR** from managed broadband product launch
- Created and launched Network Health, a business continuity, alerting and store performance observability dashboard/platform for CISO/IT user base during Covid pandemic **generating $2MM ARR post-launch**
- Led customer data migration during multi-firm merger with NuArx, Sysnet and ControlScan, relaunched as VikingCloud

Ipreo (acq by IHS Markit)   **Raleigh, NC**
Director, Product Management, Fixed Income   *June 2015 - June 2016*
- Managed team of 4, **overseeing $20M B2B global fixed-income software product** used by ~70 investment banks
- IHS Markit (now S&P Global) acquired Ipreo, a software solutions and data provider in global capital markets, in 2018
- Deprecated on-prem bookbuilding app & migrated customers to cloud microservices-based one, **creating 33% cost savings**
- Built automated bookbuilding workflow for investor electronic bond order routing across syndicate desks

Bloomberg, LP   **New York, NY**
Trading Apps Product Manager, Execution Management System (EMSX)   *June 2011 - June 2015*
- Owned the institutional buyside product roadmap for the EMSX platform, a global multi-asset class trading and analytics platform that integrates Bloomberg exchange and broker data with equity, futures, and options orders
- **Delivered 25% user growth** across institutional customer base, delivering TCA, EMS/OMS integration tools, and productized API data feed for global equities and derivatives

New York, NY

Knight Capital Americas
Vice President, Global Portfolio Trading & Sales   June 2010 - June 2011
- Initiated start-up of the global portfolio trading business to augment existing domestic U.S equities and ETF business
- Onboarded clients, built/ tested new features, ETF create/redeem process optimization

Société Generale   **New York, NY**
Associate, Global Program Trading & Electronic Execution Services   June 2006 - June 2010
- Executed global equity portfolios for institutional buyside and private banking clients, and advised them on optimal portfolio construction and alpha-generating trading strategies.
- **Scaled desk's index rebalance and risk trading business from $2M to $30M**.
- **Built and launched a $2M DMA/algo electronic execution business** in U.S. and Latin America, and ran electronic trading service desk (monitored end-to-end workflow: customer order routing, execution reports, allocations and settlement)

Bank of America   **New York, NY**
Associate, Equity Research   May 2005 – May 2006
- Ran, updated and maintained financial models for chief equity strategist
- Data collection/management + macro research reports for institutional buyside customers

SKILLS & TOOLS

- **Product:** Figma, Slack, Notion, Productboard, Asana, JIRA, Pendo, Amplitude, Google Analytics, Agile, CI/CD, APIs
- **Data/Analytics Tools:** SQL, Python, Jupyter Notebooks, R, PowerBI, Tableau, Databricks, Snowflake, Apache Kafka, Elastic, Excel/Sheets/Airtable
- **Data/Analytics Skills:** ETL, taxonomy, data QA/governance, statistical analysis/modeling, KPIs reporting, dashboards
- **Observability/Alerting/APM:** Grafana, Datadog, Splunk, Sentry, Twilio
- **Cloud Infra:** AWS/GCP/Azure, Kubernetes, Docker
- **AI/ML:** Replit, Bolt, v0, Lovable, ChatGPT/Claude/Perplexity
- **Finance:** Trading Systems, TCA, Global Equities/Equity Derivatives, Financial Modeling, ETFs

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)