

# RYAN GIBBS

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## PROFESSIONAL SUMMARY

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**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 product discovery, delivery, and creating over \$10M in incremental SaaS/DaaS revenue with successful product-market fit. Entrepreneurial, data and results-driven professional seeking full-time or fractional product leader roles focusing on data analytics/data-centric products and driving business growth through AI/ML.

## PROFESSIONAL EXPERIENCE

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### RDG Consulting, LLC

Founder/Principal

Raleigh, NC

February 2025 - Present

- Single member LLC set up for part-time product and data management consulting projects for SMBs/startups.

### Circular

VP, Product

San Francisco, CA (remote)

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 1<sup>st</sup> 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 recycles database QA
- Managed vendor API integrations for ingesting recycles pricing data for time-series and statistical analysis

### VikingCloud

VP/Head of Product, Business Solutions

Chicago, IL (remote)

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 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

Director, Product Management

Chicago, IL (remote)

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) 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
- Led customer data migration during multifirm merger with NuArx, Sysnet and ControlScan, relaunched as VikingCloud

### Ipreo (acq by IHS Markit)

Director, Product Management, Fixed Income

Raleigh, NC

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
- Built automated workflow for investor electronic bond order routing across syndicate desks

### Bloomberg, LP

Trading Apps Product Manager, Execution Management System (EMSX)

New York, NY

June 2011 - June 2015

- Owned the institutional buy-side 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

### Knight Capital Americas

Vice President, Global Portfolio Trading & Sales

New York, NY

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**

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- **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
- **Cloud Infra:** AWS/GCP/Azure, Kubernetes, Docker
- **AI/ML:** Replit, Bolt, v0, Lovable, ChatGPT/Claude/Perplexity
- **Product:** Figma, Slack, Notion, Productboard, JIRA, Pendo, Amplitude, Google Analytics, Agile/DevOps/CI-CD
- **Finance:** Trading Systems, TCA, Global Equities/Equity Derivatives, Financial Modeling, ETFs

**EDUCATION & CERTIFICATIONS**

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- **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)