

Ryan P. Wallace

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EDUCATION

University of North Carolina at Chapel Hill, College of Arts And Sciences, Chapel Hill, NC

Bachelor's of Arts in Political Science; Minors in Information Systems & Entrepreneurship

May 2021

GPA: 3.5/4.0

Relevant Coursework: Design Thinking, Database Applications, R-studio, Financial Accounting, Strategy & Entrepreneurship
Awards & Recognition: Adams Apprentice (2020), Launch Chapel Hill Grant Recipient (2019), Dean's List, VCIC Fellow (2020)

National University of Singapore, Singapore

Relevant Coursework: Macroeconomics, Product Management

Fall 2019

PROFESSIONAL EXPERIENCE

Product Management Intern, 3x3 Insights

December 2020-Present

New York City, NY (Remote)

- Worked directly with the Head of Product to determine a six month product roadmap for a new loyalty card product with an enterprise beverage account
- Determined key product development specifications via client testing and market research surveys with customers in the alcohol beverage industry

Growth Equity Analyst, Anthos Capital

January 2020 - August 2020

Los Angeles, CA (Remote)

- Managed pipeline of 550+ potential investments leads in the fintech, enterprise software, and cybersecurity verticals
- Completed due diligence and conducted prospective investment calls with over 25 company management teams
- Prepared 4 market research reports on fitness technology, virtual events management, insurance technology, and regulation and compliance technology
- Collaborated with the business development team to build a database of over 50 potential M&A targets for portfolio companies

Research Assistant, UNC Kenan Institute of Private Enterprise

June 2018 - May 2020

Chapel Hill, NC

- Collected and analyzed historical data on 4,000 startups, private companies, and investments using Excel and R studio
- Built a database of 200 active North Carolina business accelerators collaborating with the NC IDEA Foundation

Assistant Campaign Manager, Campaign Connections

May 2018 - December 2018

Raleigh-Durham, NC

- Served as political campaign manager handling Google Ads, direct mail, copywrite, and website design – *2 clients successfully elected to NC District Court*

LEADERSHIP EXPERIENCE

Cofounder & Head of Product, Raise Technologies

April 2019 - January 2020

Raleigh-Durham, NC

- Launched minimum viable product with over 3,000 insights on venture firms, angel groups and investment syndicates
- Developed product roadmap and determined key features utilizing feedback from 300 customer journey interviews
- Hired a four man team including a part-time developer and data scientist to accelerate prototype development
- Secured \$10,000 in grant funding and participated in Launch Chapel Hill's Business Accelerator program – *1 of 8 startups selected to participate*

Cofounder & Political Director, Cardinal Direction PAC

January 2018 - March 2019

Raleigh-Durham, NC

- Organized three political fundraisers to fund under 40 candidates for local office – *Raised \$5,000 in total donations*
- Formulated and chaired a Donor Advisory Board comprised of 7 political and business leaders across the state

SKILLS AND INTERESTS

Technical Skills: Microsoft Excel, R-Studio, SQL, Google Analytics, Google Ads, Sketch, HTML/CSS, Salesforce

Personal Interests: Powerlifting, Derivative investing, Backpacking, Ecommerce, Blogging