

Ryan J. Negri

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Vice President of Innovation, Technology & eCommerce

14 years successful experience providing fiscal, strategic and operations leadership in uniquely challenging situations

Businesses Founder, Philanthropist, Startup and Incubator/Accelerator, specializing in eCommerce, Hospitality, Gaming, and Technology. Operational management experience in technology application ideation, creation, and implementation. Create culture, recruit and assemble talent. Relationship development with Venture Capital, Advisory Committees, and Mentors. Market Intelligence expert of emerging technology.

Startup Leadership · Raising Capital · Advisor/Mentor · Operations Management · Logistics · eCommerce · Financial Planning & Budgeting · Contract Negotiation · Partnership Development Enterprise Strategy · Culture Creation · Profit & Loss · Talent Acquisition · Mergers & Acquisitions · SaaS Project Management · Customer Success · Agile

Career Highlights

Iron Yard Ventures, LLC, Las Vegas, NV

2016-2017

Iron Yard Ventures is the Venture Capital arm of The Iron Yard (coding academy), to create exceptional growth and mentorship for people, their companies, and their ideas.

Managing Director: Responsibilities were creating curriculums, sourcing office space, raising capital, recruiting mentors, advisors, and entrepreneurs for the program. Networked and marketed program to obtain key relationships with F500 Hospitality, Gaming, and Travel companies. Advised teams on fundraising, networking, strategy, drafting and negotiation of LOI's, employment and client contracts.

- Created 20 seat advisory board of investors, industry executives, domain experts, and former startup founders. Including, "1 on CNET's 2011 most influential investors", "Time 100's annual list of 100 most influential people" in the world; "Entrepreneur of the Year, Inc. magazine"; and "Top CEO in American Business" These seed stage venture fund serving founders enable small biz to think big with early seeding to companies such as Facebook, Groupon, Twitter, Fitbit, YouTube, and Zynga.
- Organized and designed Investor, Community and developed presentations to senior executives for Pitch Events and Demo Day.
- Established the accelerator program and Recruited 7 companies for "Batch 6"; 3 of 7 raised funding with F500; 6 of 7 were diverse and minority owned.

Negri Electronics, Inc., Las Vegas, NV/Costa Mesa, CA

2006-2013

Chief Executive Officer: Negri Electronics was the largest privately-owned electronics eCommerce company in the US Bootstrapped from \$0 to \$54M in revenue. Visioned, designed, created, recruited human capital and implemented; Marketing & Sales, Finance, Logistics, Customer Service, and Management. Sourced, identified and negotiated all contracts for assets; office, warehouse and capital equipment, software systems for operations and custom website integrations.

- Directed and set revenue goals to \$54M in total revenue, (\$18M in 2013), doubling revenue each year.
- Forged relationships and sold to Apple, Amazon, Yahoo, Google, Microsoft and Northrop Grumman.
- Directed sourcing and purchasing of \$50M/10K SKU's from over 10 countries, managed thousands of domestic and international consumers, hundreds of SMB, SME and enterprise customers and over ten thousand KU's.
- Exited in 2013 for \$7.2M, bootstrapped, 87% ownership.

Co-Founder/Chief Executive Officer: Laicos is a Startup & Software Development Studio, turning SaaS products into companies. Role as CEO was to manage all aspects of the business, recruiting, developing and leading teams of project managers, engineers, and designers to create technology solutions.

- Sourced and managed 75 SaaS applications client projects from \$100K-\$300K for \$600K in revenue.
- Fluent in strategy, negotiation drafting contracts, LOI's, corporate governance ESOPs, employment agreements.
- Led fundraising initiatives through rapid networking.

Board & Advisory Experience

GetBuild, Inc., Johannesburg, South Africa

2016-Present

Board Member/Investor: Build is an eCommerce platform which rivals Shopify. With a current pipeline of 100M users, Build owns the digital landscape of S.A. and is scaling to the US, China, South America, Australia and the remainder of Africa. My mandate is to expand their US pipeline, source new partnerships, solicit investment, recruit and attract talent, and attending bi-weekly board meetings.

Glass Lake Capital, Chicago, IL

2016-Present

Senior Advisor: Glass Lake Capital is a venture capital firm led by Brian Vanderheyden and supported by many local, high profile, technology investors and advisors. Responsibilities include; sourcing and evaluating investment opportunities in technology, specifically healthcare. Utilizing my extensive network in healthcare and technology, in addition to my passion for a better healthcare system, I source skilled individuals and innovative solutions in this space for GLC.

BeatNB, Tampa, FL

2014-Present

Senior Advisor: BeatNB and "Because of Ezra" merged in 2016. BeatNB, Inc is a 501(c)(3) organization raising awareness and funding to cure pediatric cancer. I served on the board for 2 years before relinquishing my position in 2016 to accommodate additional, local (Tampa), board members. Leading fundraising efforts, raising awareness through our network, attending events, and making connections to new donors. \$5M raised since 2014.

Education

St. Cloud State University, St. Cloud, MN - BS Degree in Business Economics with a Minor in Marketing