






RYAN DOVER

SALES & BUSINESS DEVELOPMENT LEADER

CONTACT

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SKILL SET

LEADERSHIP

- Servant Leadership Style
- Cross-Functional Leadership
- Change Management
- Process and System Design
- Go to Market Strategy
- Sales and Budget Forecasting
- Team and Staff Development

SALES

- Hardware and SaaS Solutions
- Strategic, Consultative Selling
- Cross-selling
- Global Channel Development
- Pipeline Management
- Demand Generation Planning

MARKETING

- Brand Architecture
- Demand Generation
- Social Media, SEM

BUSINESS DEVELOPMENT

- Partner Development
- Channel Development
- Vendor & Contract Negotiation
- VC, Angel Investor Fundraising

PROFILE

Passionate, collaborative, and purpose driven leader. Diverse background working for start-ups, small businesses, and Fortune 1000 companies selling technology based solutions to SMB and enterprise customers in multiple industries. Successful record building and leading sales teams, developing and implementing go to market and demand generation strategies, and driving channel and ecosystem partnerships. Resourceful, critical thinking, servant leader who excels in a dynamic, fast paced work environment. Takes great pride in building a nurturing culture and developing others. Interested in opportunities where I can do my best work, interact and be challenged by smart, creative, and enthusiastic people, and be a key contributor in the success of the organization.

CORE COMPETENCIES

- Quickly and precisely identify sales, marketing, and business development opportunities.
- Analyze, re-engineer, and implement new processes to drive efficiency and impact.
- Generate and effectively communicate strategic vision across departments to enable team "buy-in", commitment, and sense of ownership, and facilitate org wide change.
- Build lasting, mutually beneficial partnerships that deliver measurable, tangible results.
- Develop staff and enable collaborative, fun, and rewarding culture that motivates and recognizes both individual and team accomplishments and attracts and retains talent.
- Drive and increase sales while simultaneously evolving and fine tuning strategies and long term plans; in other words, very capable of building the plane while we fly it.

NOTABLE ACCOMPLISHMENTS

- At Nitek, a small electronics OEM firm, led company out of near bankruptcy, reorganized all operations, updated processes and manufacturing equipment, raised bridge funding, recruited and trained new sales staff, transitioned to solution sales model, created new demand generation campaigns, and grew new customer sales by \$2M in first year.
- Created and managed channel sales and partner strategy at PlayerLync, a mobile workforce SaaS start-up, creating new critical partnerships with hardware, financing, and content creation companies, and managed 12 person team that drove \$8M in new revenue from Starbucks, Blaze Pizza, David's Bridal, higher-ed and NFL teams.
- As Business Leader at Apple, led team that closed \$30M in sales and 130% YOY growth.
- As a consultant at Springbridge, built \$12M sales pipeline for Launch WiFi, a wireless technology company, through direct sales and partner network, OEM channel resellers, and third party licensors; facilitated sale of company IP to large Korean OEM.
- At EFI, a print controller OEM and software developer, launched 4 new products on 2 platforms as the Global Account Manager within 18 months, achieving \$65M in sales.
- As the Director of Sales and Marketing at TheSupply, a net marketplace for the IC industry, helped author business plan and investor pitch, identified and prospected both private and customer investors, and helped close \$12M in Series B funding.

PERSONAL TRAITS

- Strategic, critical thinker
- Problem solver
- Resourceful, creative
- Driven, self-starter
- Team player
- Strong sense of humor
- Honest, principled
- Curious, eager to learn

INTERESTS

- Hiking/Backpacking
- Travel
- Reading/Writing
- Film
- Cooking

VOLUNTEER WORK

WALWORTH CO. FOOD PANTRY
Fundraising, Volunteer

SC WAVE WALWORTH SOCCER
Founder, Director, Coach

EDUCATION

MASTER IN BUSINESS ADMIN.
(Work Completed Towards)
International Business
U. of California, Berkeley
Berkeley, CA

BACHELOR OF SCIENCE
Business Administration, Marketing
California Polytechnic State U.
San Luis Obispo, CA

PROFESSIONAL EXPERIENCE

HEAD OF SALES & BUSINESS DEVELOPMENT, PRESIDENT, VP OF SALES
Nitek International | 2018 - 2023

- Restructured operations, production, and sales for electronics manufacturing firm.
- Recruited, hired, trained, and managed new global sales staff, including BDRs, Sales Account Managers, Marketing Specialists, Channel Marketing Managers, and SEs.
- Updated sales model from transactional to solution based built around delivering value.
- Introduced subscription based solutions to expand product offering, better address customer needs, and enable reoccurring, more predictable revenue streams.
- Analyzed existing systems and outlined and implemented new internal processes for engineering, finance, sales, and HR to drive efficiencies and enable savings.
- Created Contract Manufacturing Services (CMS) and Private Labeling offerings to create new revenue streams and better utilize new manufacturing equipment.
- Negotiated contracts with distributors, customers, and ecosystem partners.
- Developed product partnership ecosystem with large security end-point OEMs.
- Created new partner, integrator, and distributor channels in LATAM, EMEA, and APAC.

VICE PRESIDENT CHANNEL SALES AND BUSINESS DEVELOPMENT
PlayerLync | 2014 - 2018

- Developed channel sales and partner strategy and built partner ecosystem.
- Managed partner relationships and oversaw channel pipeline, contracts, and sales.
- Recruited, trained and led business development, direct, and channel sales teams.

BUSINESS LEADER, BUSINESS MANAGER
Apple | 2011 - 2014

- Led and served 25 person sales organization covering multiple markets and generating \$30M in annual sales, 20% YOY growth, and an 89% net promoter satisfaction score.
- Worked with team to create, implement, and drive sales strategy and vision for market.
- Built sales strategy around customer experience by combining the best of Apple's online, retail, and business solutions with the needs of SMB and enterprise customers.
- Drove customer loyalty, engagement, and repeat and recurring revenue by matching Apple's ecosystem to customer needs, such as financing services, MDM solutions, hybrid/cloud networking, CRM tools, deployment services, software development, etc.
- Recruited, trained, and coached Sales Reps, Managers and mentored staff across U.S.
- Directed customer events and outreach campaigns to drive engagement, evangelize Apple hardware and third party solutions, and generate new revenue opportunities.

OWNER, CONSULTANT
Springbridge Consulting | 2002 - 2011

Directed and managed consulting firm that developed sales, channel, marketing, business development, and funding strategies for small and medium size businesses and start-ups.

DIRECTOR OF SALES & MARKETING
TheSupply | 2000 - 2002

Raised funding and directed sales and marketing initiatives for venture backed start-up.

SR. SALES MANAGER, GLOBAL ACCOUNT MANAGER
Electronics for Imaging | 1997 - 2000

Managed Major Accounts team and sold design services and controllers to Japanese OEMs.

PRODUCT MARKETING MANAGER, PRODUCT MARKETING ENGINEER
Toshiba America Electronic Components | 1995 - 1997

Managed contract, pricing, feature development, and sales support for \$60M IC channel.