**RYAN DOVER**

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Passionate, collaborative, and resourceful player/coach with a successful background building and leading sales teams, developing go to market strategies, and driving sales and partnerships.

**SKILLS AND ACCOMPLISHMENTS**

* Servant Leadership Style, Go to Market Strategy, Consultative Selling, Global Channel Development, Demand Generation, Partner Development, Vendor & Contract Negotiation
* Led Nitek out of near bankruptcy, reorganized all operations, raised bridge funding, recruited and trained new staff, transitioned to solution sales model, and grew new sales by 350%.
* Created and managed channel sales and partner strategy at PlayerLync, creating new critical partnerships and leading 12 person team that drove $8M in new revenue.
* 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.

**PROFESSIONAL EXPERIENCE**

**Head of Sales, President** / Nitek International, Chicago IL 12/18 to 5/23

Nitek provides transmission solutions that work with virtually any application transmitting data.

* 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.
* Created new partner, integrator, and distributor channels in LATAM, EMEA, and APAC.

**Vice President of Sales, Business Development** / PlayerLync, Denver, CO 11/14 to 11/18

PlayerLync is a mobile SaaS platform delivering mobile learning and communication solutions.

* 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.
* 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.
* Doubled new logos and revenue in 18 months, developing $1.5M in new sales and $5M in pipeline through channel, direct sales and closing anchor opportunities at key retailers.

**Business Leader** / Apple, Chicago, IL and Denver, CO 10/10 to 11/14

Apple Inc designs and manufactures smartphones, tablets, computers, and software solutions.

* 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 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 and new revenue.

**EDUCATION**

**Bachelor in Science, Marketing** / California Polytechnic State U., San Luis Obispo, CA 1992