

# Ryan J. Negri

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## VP of Corporate Development / M&A

*Founder & CEO with multiple exits, Investor, Board Member, Mentor, and Philanthropist*

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eCommerce • Capital Raising • Operations • Management • Supply Chain • Financial Planning • Contract Negotiation • Partnership Development • Culture Creation • Accelerators • Talent Acquisition • Diversity • Mergers & Acquisitions

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## Career Highlights

### Negri Electronics, Inc., Costa Mesa, CA & Las Vegas, NV

2006-2013

Negri Electronics was the largest privately-owned electronics eCommerce company in the US. Bootstrapped from \$0 to \$54MM in revenue in 7 years and exited in 2013.

**Chief Executive Officer:** Founded and scaled the company, recruited diverse talent, and implemented Marketing & Sales, Finance, Logistics, Customer Service, and Management divisions.

- Directed and set revenue goals reaching \$54MM in total revenue, 2x revenue each year, \$18M in 2013
- Created relationships with executives from Apple, Amazon, Yahoo, Google, Microsoft and Northrop Grumman
- Directed sourcing and purchasing of >\$50MM in inventory from over 10 countries,
- Created, Sourced, managed, listed and sold over ten thousand different website SKU's
- Exited 12/2013, 87% ending ownership

### Laicos, Inc., Las Vegas, NV

2012-PRESENT

Laicos is a Technology Startup & Software Development Studio, developing SaaS products and spinning out startups.

**Co-Founder/Chief Executive Officer:** 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 and client projects ranging \$25K-\$300K
- 600K+ in gross revenue, \$300K raised/invested, current valuation ~\$2.0MM
- Recruited and hired C/Executive level talent (CTO, PMs, Directors, UI/UX)
- Established strategy, negotiated, and drafted client contracts, LOI's, ESOPs and handled corporate governance

**Angel Investor & Mentor:** Invested in eight companies over 7 years across various technology sectors including eCommerce, SAAS, HAAS, Blockchain, EdTech, and a Studio, presently valued at over \$150M. Also mentor six early-stage startup founders.

- Evaluated more than 1000 carefully screened companies and led to diligence in over 100
- Fundraised >\$10M for numerous startups and micro/nano-venture funds
- Provided pro-bono Mentorship & Advice to over 50 startups.

## Mentor, Board, & Philanthropic Experience

### Techstars, North America

2018-PRESENT

**Mentor:** Mentoring innovative companies throughout the Techstars ecosystem, primarily the Techstars Anywhere program. Experience and interests include Blockchain & Cryptocurrency, eCommerce, Mental Health and Wellness, and general B2B, B2C technology.

### GetBuild, Inc., Johannesburg, South Africa

2016-PRESENT

**Board Member & Investor:** Build is a B2B Website and eCommerce Platform. My mandate is to expand US pipeline, source partnerships, solicit investment, recruit and attract talent, and attend bi-weekly board meetings. \$20M Raised, current pipeline > 100M, partners include Standard Bank, NedBank, Maersk & Microsoft. I own a small stake in Build.

### BeatNB, Tampa, FL, US

2014-PRESENT

**Senior Advisor:** BeatNB is an NPO focused on creating awareness and a cure for pediatric cancer, specifically neuroblastoma. Responsibilities include; fundraising, raising network awareness, attending charity events, and making connections to new donors. \$6M raised since 2014.