

Ryan Huff

Customer-focused Product Executive

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EXPERIENCE

Cyrano.ai, Newport Beach, CA — COO

APRIL 2019 - PRESENT

Joined founding team to productize nascent NLU technology and bring it to market. Launched Conversational AI platform and B2C solution on Zoom marketplace (0-18,000+ users in 2 months). Launched B2B SaaS solution in September 2021.

Kipanga Advisors, Irvine, CA — Principal

APRIL 2019 - PRESENT

Advising start-ups and established brands on product launch tactics, operations, and strategies.

Cirrus Insight, Irvine, CA — CEO, Co-Founder

APRIL 2011 - DECEMBER 2018

Bootstrapped Cirrus Insight from 1-70 employees and \$0-\$12M ARR. Highest+most rated product on the Salesforce AppExchange for multiple years, #1 ranked G Suite/Salesforce solution. Original architect + developer.

Exit to Private Equity.

Cirrus Consulting Group, Irvine, CA — Principal

JUNE 2009 - OCTOBER 2012

Boutique consulting practice developing products for established software companies on the Salesforce.com AppExchange platform.

Exit to corporate Partner.

WebVisible, Irvine, CA — Product Manager

JUNE 2008 - APRIL 2009

Led product efforts for flagship Geneva SEM advertiser platform.

SKILLS

Team development, mentoring

Operations management, process re-engineering, Solution Architecture

Product ideation, prioritization, delivery measurement

Data analysis

AWARDS

Inc 5000: Cirrus Insight x
3
#41 2016
#546 2017
#1,775 2018

CODING, ETC

Node.js, PHP
MySQL, MongoDB, Redis
AWS Microservices Stack
Figma, PhotoShop

EDUCATION

MBA, UC Irvine; 2008
BA Business, UCSB; 2000

Junction Solutions, Tustin, CA — *Project Manager*

OCTOBER 2006 - JUNE 2008

First hire for a newly acquired e-commerce platform. My role was initially to oversee the implementation of this new platform for Junction Solutions' customers, but soon also became a Product role, defining and overseeing the development of key platform enhancements and integration into the parent company's MS Dynamics ERP solution.

IT Resources, Buena Park, CA — *Project Manager*

APRIL 2004 - SEPTEMBER 2006

Project Manager for several ITR client projects, including implementation of IBM WebSphere Commerce platform for a well-known athletic apparel manufacturer.

IBM Global Services, San Jose, CA — *Business Analyst, Project Manager*

FEBRUARY 2001 - DECEMBER 2003

Business Analyst and eventually Project Manager for an eight-figure high-tech manufacturing customer. Created bespoke content management platform for their B2B extranet.

