Rick Sheridan
Remote: US & Int'l
U.S. Citizen, Calif. Residence

Email: ricksher@gmail.com
Mobile + Whatsapp: +1-551-285-8136

OBJECTIVE - Accomplished mid-career technical leader for catalyzing growth via technology-driven innovation

PROFESSIONAL EXPERIENCE

Institute for Globally Distributed Open Research and Education **Remote**
Researcher (Aug 2023 – Present)
Produces open research product in decentralized institutional context

EMSKE Phytochem
Exec Dir. R&D (May 2020 – Mar 2024) **Kenya; Tanzania**
Initiative focused on antiviral trialing of plant-derived compounds
- Led publication in Frontiers in Pharmacology https://www.frontiersin.org/articles/10.3389/fphar.2022.909945/full
- Wrote explainer piece accepted into a pop-sci publication https://files.theseedsofscience.org/2022/General_antiviral_protocols.pdf
- Leads ongoing open-source research initiative. Code repository: https://github.com/rick-phyto/cheminformatics

Sunny Irrigation Pte Ltd (Kenya, Singapore)
Founder & CEO (Sep 2017 – Sep 2023) **Singapore, Nairobi, Kenya & Fumba, Tanzania**
Startup focused on smallholder empowerment through solar irrigation
- Raised $55k USD in venture investment and over $5k USD in working capital.
- Made hiring decisions taking in 10 employees, contractors, and interns.
- Ran a successful pilot with a cohort of 50 farmers in order to test: 1) effectiveness of pay as you go model with smallholder farmers, 2) gather data on loan performance 3) test agronomic advisory use cases.
- Led development of company's proprietary, solar irrigation-specific IoT controller to maximize connectivity with farmer customers,.
- Won over $70k USD in grants including Total Energy's $50k Energy Access Booster grant decided by world-famous Acumen Fund.
- Ensured company's continuity during the pandemic by decisively freezing new credit originations, pivoting to R&D instead.
- Led company's marketing promo efforts including social media campaigns and creative directorship of company promo video.

Angaza Design
Director of Product Integration (Nov 2015 – Mar 2017) **San Francisco, CA**
Off-grid b2b Pay-As-You-Go solution provider
- Held simultaneously product manager, engineering manager, and enterprise technical sales roles.
- Led a team of 2 hardware engineers and an intern to develop and sell 3 new products to 7 enterprise customers.
- Developed and implemented a QA process that resulted in zero recalls, reducing client complaints and expensive field recalls
- Unlocked additional 30% of company annual revenue by driving technical & business negotiation of grant agreement to completion.
- Scoped and led the development of a new high-margin IoT offering and sold it to two of Angaza's most important customers.

Flextronics Lab IX
Principal – Operations (May 2014 – Aug 2015) **San Jose, CA**
Hardware startup incubator of global tier-1 contract electronics manufacturer
- Led Flextronics' operations execution for 10 startups – on-boarding, resource-finding and execution, and taking escalation of issues.
- Structured and closed an investment deal, manufacturing 5000 units for an innovative consumer grocery-scanner.
- Restructured a deficient investment deal ensuring successful continuity of client's design for a connected home lighting product.

China Unicom Americas
Senior Manager – Business Development (Jan 2013 – May 2014) **San Jose, CA**
Globally recognized Tier-1 fixed-line telecom carrier and mobile operator based in China with expansion operations into the US
- Developed and internally promoted a telecom industry model, serving to streamline my groups' lead acquisition process.
- Opened discussions and achieved engagement with Apple, leading to our warmly received high-value proposal to them.
- Led my company's hosting at GMIC conference in Moscone, gaining introduction to the CEO of Coursera, leading to partnership discussions for bringing their content to the high-demand China market.
- Competitively selected to participate in coveted internal enterprise sales training program in Shanghai.

RST Engineering Management
Owner (Jan 2009 – Dec 2009, Jan 2011 – Dec 2012)
Freelance consulting for innovative clients poised for fast growth who require engineering-fluent leadership

Driptech (client) – *Operations Manager* **Pune, India**
Tech-enabled social venture founded out of the Stanford Design for Extreme Affordability program funded by Khosla ventures for inexpensive drip irrigation tubing for farmers in India

- Represented the company facing farmer customers who complained of drip tubing quality issues, managing its image and avoiding all-too-possible PR fallout.
- Applied six-sigma practices (pareto charting) to quantify and direct the mitigation of several root causes of a key product failure mode. Implemented solution to shipping defects for drip tubing reducing fault exposure to end customers.
- Created and internally promoted to adoption a customer complaint servicing process, maintaining the sanity of everyone in the company who faces customers, especially our valued salesforce.
- Also designed, sourced materials and assembled for a high hydraulic pressure test setup for identifying out-of-spec product faults, and 2 ultra-affordable pressure relief solutions, opening directions of intellectual property portfolio growth for senior management.

SRECTrade (client) – ***Product Manager*** **San Francisco, CA**
Online marketplace and information content resource for residential solar panel users
- Demonstrated 70% increase in web traffic to 5000 visits per month over my tenure.
- improving the site's ease-of-use and maintainability by porting content to Wordpress, experimentally determined comparative revenue of different advertising layouts, and edited new blog content, bringing site to the #1 SEO position for the targeted keyword.
- Led a team of six Stanford students to conduct market research and understand competitive landscape of solar lease market in its nascent state resulting in a proposal for increase revenue for the website, and maintaining a critical talent pipeline with Stanford.
- My work attracted an acquisition inquiry from a well-known source that the client has since engaged with on revenue sharing.

Noether Associates (client) – ***Market Research Lead*** **Shanghai, China**
Innovator in building energy monitoring and control systems
- Partnered with a design firm to help the client understand the consumer smart energy monitoring market in China including market segmentation, and relevant technologies and technical standards, and product concepts.
- Led two analysts to do the technical side of the research that resulted in our well-received concept proposal to the client.

Greenlight Planet
Country Head of Operations (Aug 2008 – Dec 2008) **Shenzhen, China**
Manufacturer of affordable solar-charged LED lanterns for India and Africa off-grid market, they needed someone to "own" their Shenzhen manufacturing operations while they concentrated on India market development and US fundraising
- Brought up to manufacturing the company's critical pilot marketing run of 500 units, demonstrating the maturity of the company's operations to investors who ultimately favorably allocated their funding.
- Conducted due diligence and advised selection for the company's critical LED, battery, and solar panel suppliers.
- Managed outsourced QA services operations and bootstrapped six-sigma QA activities, keeping all stakeholders on task, communicating smoothly, and moving forward in concert together.
- Kept the product manufacturing on schedule, maintaining the company's momentum through a stressful fundraising period.

SiTime
Characterization Engineer (Jan 2006 – Jan 2008) **Sunnyvale, CA**
Designer and manufacturer of game-changing semiconductor microchips for timekeeping and communications in portable electronics
- Characterized cutting edge MEMS and mixed-signal CMOS integrated circuits product lines.
- Brought up several lines of automated test hardware through to mature production implementation.
- Led a team of two engineers to bring online an in-line quality test system that enabled calibrating and clearing for manufacturing a critical customer order of 1MM units.

Gener8
Instrumentation Engineer (Mar 2005 – Jan 2006) **Mountain View, CA**
Silicon Valley embedded electronics design and testing consultancy
- Developed, tested, and maintained firmware for telecom, medical device, and biotech industry clients.
- Tested, debugged, and reworked 1000+ fiber-optic controller circuit boards, assembled and soldered tens of custom power supplies.
- Fulfilled orders for such end-customers as Huawei, ZTE, and NTT/Hitachi.

The Boeing Company - Phantom Works Division
Engineer (Sep 2003 – Mar 2005) **Irvine, CA**
Originally as Frontier Systems, cutting-edge defense research and development organization acquired by Boeing
- Coordinated actuator driver controller board development for one of the first life-size unmanned helicopters.
- Managed and troubleshooted the work of electromechanical systems consultants.
- Led bringing $100,000-value defunct 5-axis manufacturing machinery to production status, successfully making cowling tooling.

EDUCATION
INSEAD, MBA, (Jan 2010 – Dec 2010) **France/Singapore**
MIT, S.B. Aerospace with Information Technology, (Sep 1999 – May 2003) **Cambridge, MA**

LANGUAGES English (Fluent), Mandarin Chinese (Practical), French (Practical)

TECH SKILLS data analysis in Python (github), physical modeling in Octave / MATLAB, electronic laboratory equipment

VENTURES

RST (Product venture) (Jan 2011 – Dec 2011) **Singapore and Orissa, India**

Pursued a venture in affordable dynamo-based emergency power generation for cell phones in India

- Partnered with an Indian non-profit to set up a rural microbusiness based on the product.
- Recruited and led 2 MBA students in a rural market test, gaining critical user feedback to inform future product development.

AWARDS

- Awarded MIT's Admiral Luis De Florez Award (cash prize) for ingenuity in the design and execution of software for programmatically generating simulated terrain environments that benchmark the performance of AI path-planning algo's.
- Earned an expenses-paid international flight to China, domestic travel, lodging, and trade conference entry by the government of Guangzhou and HYSTA for presenting the RST dynamo project at a VC-sponsored competition in Silicon Valley.

INTERESTS

- Emerging markets, economics, renewable energy, phytochemistry (academically published), public speaking.
- Governance secretary for Biosafety Now, a nonprofit devoted to safe research practices.