



RYAN R. KELLY, SR.

PRESIDENT

EXPERIENCE:

President, Haymaker Technologies, Inc., Elridge, MD Jan. 2002 – Present

Founded this professional services organization and continue to oversee all sales, marketing, operations, technology, and finance efforts. These leadership efforts have led to 22+ years of profitability encompassing 1000s of unique sites across 15 states including stadiums, airports, banks, hospitals, corporate headquarters, warehouses, casinos, apartments, and college campuses. Work with all major U.S. Wireless Carriers, Authorities Having Jurisdiction (AHJs), and other U.S. based commercial and government entities to provide 4DG services (Define, Design, Deliver, Document, Guarantee) for Cellular, Private Wireless, and Public Safety solutions.

Regional Sales Manager/Account Manager, Info Systems, Inc., Baltimore, MD Dec. 1997 – Jan. 2002

Managed corporate accounts selling a 40% product / 60% service mix. Focused on Cisco, Check Point, Citrix, Compaq and RSA solutions as well as the professional services to design, install, and document those solutions. Lines of business included Consulting, IT Staffing, Voice and Data Cabling, Internet Security Solutions, and Hardware Procurement. Helped open Maryland office as sole Account Manager. In first full year, grew office to 20+ accounts with \$2M in revenue. In second full year, grew revenue in personal accounts to \$4.5M in revenue. Promoted to Sales Manager and tasked with building regional sales team, promoting company, and establishing/maintaining vendor relationships. Departed after approximately 4 years with the company, leaving an office with over \$6.5M in revenue, residual and consistent profitability, and over 25 employees.

Regional Accounts Manager, Platinum Publishing Company, Inc., Annapolis, MD Aug. 1996 – Oct. 1997

Handled advertising sales in annual Chamber of Commerce publications while working and living at project location. Responsible for reaching contracted time and dollar goals ranging from 3 to 12 weeks and from \$40,000 to \$140,000. Placed first in total dollar sales for period employed.

Marketing Intern, New Castle County Chamber of Commerce, Wilmington, DE June 1995 – Jan. 1996

Assisted Vice President of Sales and Marketing on weekly projects. Developed monthly marketing campaigns for group health care maintenance and sales. Coordinated member workshops and seminars.

Private Banking Intern, J.P. Morgan, Wilmington, DE Summer 1994

Maintained and verified customer accounts. Processed commission payment forms. Supported New York, Florida, and California account representatives. Estimated daily earnings. Worked in coordination with other departments within private banking.

EDUCATION / CERTIFICATIONS:

University of Delaware 1995
Major: BS Business Administration (Cum Laude)
Minor: Management Information Systems

Certifications
Cisco Sales Specialist (CSS)
Citrix Certified Sales Specialist (CCSS)
Microsoft Sales Specialist (MSS)
HP Sales Certification

HONORS & ACTIVITIES

Catholic Charities Young Professionals Charity Golf Tournament Board of Directors, 2003-Present
University of Delaware Varsity Lacrosse Team, 1991-1995
North Atlantic Conference Scholar Athlete - Men's Lacrosse, 1993 & 1994
Best of the Blue Hens Scholarship Recipient, 1994
Dean's List 6 of 8 Semesters, 1991-1995
Mu Iota Sigma Honor Society
Golden Key National Honor Society