

RYAN JAMESON

Philadelphia, PA • Relocating to Chicago, IL

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SUMMARY

Founder with 14+ years across company building, commercialization, and business operations. Built and scaled Apollo Gear Co. from launch through a profitable sale, leading pricing, channel strategy, supplier relationships, operational build-out, and post-close transition. Combines high-agency ownership with prior experience inside institutional and regulated organizations.

SELECTED STRENGTHS

Commercial Judgment | First-Principles Problem Solving | P&L Ownership
Business-Technical Translation | Customer & Market Insight | Strategic Relationship Building

EXPERIENCE

Altira Technologies

Founder & Product Lead

Philadelphia, PA

Dec 2025 – Present

Built Altira, a working compliance-technology product for source-scoped screening, investigative review, and durable decisions.

- Translated firsthand diligence and export-control screening experience into core workflows—configurable screening, candidate grouping and false-positive resolution, structured rationale, case files, Decision Records, and change monitoring—that reduce the work between a possible match and a defensible decision.
- Lead product strategy, interaction design, data-source workflows, application architecture, and QA for the cloud-native application; use AI-assisted development to accelerate implementation and iteration while keeping final dispositions reviewer-owned and reviewable.

Apollo Gear Co.

Founder & Owner

Philadelphia, PA

Apr 2021 – May 2025

Night-vision devices e-commerce business serving direct-to-consumer (DTC), wholesale, and state and local government buyers.

- Built Apollo to profitability in its first month, reached \$1M in revenue within nine months, and generated \$10M+ in cumulative revenue.
- Entered a market where buyers faced 120+ day lead times and uncertain quality; replaced that with verified performance data, device images, and fast shipping.
- Generated most retail demand from organic Reddit and Discord communities, referrals, and repeat orders rather than paid marketing.
- Built an early supply advantage by partnering with Nightline, a government-focused manufacturer, and leveraging underutilized inventory to offer higher-performing devices with shorter lead times.
- Combined differentiated supply, competitive pricing, and advisory-style sales to win share in a high-ticket category where trust, transparency, and product expertise drove purchase decisions.
- When Apollo outgrew Nightline's inventory, established a direct relationship with L3Harris after a trade-show introduction, secured a \$1M+ purchase order, and brought manufacturing in-house.
- Developed pricing and channel strategy across DTC, wholesale, and state and local government sales, including \$1M+ delivered to the New Jersey State Police.
- Stood up in-house assembly, calibration, cleanroom, and quality control capabilities; managed ITAR and export compliance; held warranty returns below 1%.
- Led sale of Apollo end-to-end: sourced the buyer, structured the asset purchase agreement, and managed post-close transition across inventory, CRM, and e-commerce systems.

ACA Group*Consultant*

Remote

Apr 2021 – Aug 2021

Compliance consulting firm serving investment advisers and private fund managers; concurrent with the launch of Apollo Gear Co.

- Embedded four-month secondment at Sixth Street Partners, advising senior stakeholders on marketing review, regulatory and operational matters across the firm's private funds business.

BDT & MSD Partners (formerly BDT Capital Partners)*Compliance Associate*

Chicago, IL | Bay Area, CA

Dec 2017 – Sep 2020

Merchant bank combining private equity fund management with investment banking advisory. BDT deploys capital into founder- and family-led businesses while providing M&A advisory and acting as placement agent for the fund and co-investments.

- Managed compliance across a dual investment adviser and broker-dealer mandate, navigating conflicts of interest in a business model that simultaneously invests and advises on transactions.
- Worked closely with senior investment partners and attended weekly deal meetings, sharpening understanding of deal evaluation, valuation, and how institutional investors assess businesses.
- Partnered with legal and deal teams to refine investor materials and resolve high-sensitivity workflow issues, balancing regulatory rigor with business enablement.
- Evaluated vendors and scoped features across AML, GDPR, and investor-onboarding tools alongside IT; reduced manual work and improved consistency of diligence outputs.
- Led investor diligence workstreams for a \$9B fundraise, coordinating background checks, reputational risk review, and time-sensitive investor clearance decisions.

Zacks Investment Management*Vice President, Compliance*

Chicago, IL

Jun 2012 – Dec 2017

\$6B+ AUM investment management firm. Progressed across client-facing, trading/operations, and compliance roles.

- Worked with a third-party vendor's developers to spec, test, and refine trading features that better matched internal operating needs.
- Owned the firm's marketing review and DDQ response process; partnered with the CCO and outside counsel to guide the firm through a successful SEC exam.
- Designed and implemented checklists, procedures, and operating controls that reduced trade errors by 50%+ and improved reconciliation accuracy.
- Implemented a software solution that centralized employee trade, political contribution, and gift-request controls for 120+ employees.
- Progressed from client acquisition (100+ outbound calls per day) to operations and then compliance leadership.

Echo Global Logistics*National Account Manager*

Chicago, IL

Aug 2011 – Jun 2012

Technology-driven freight brokerage; first professional role and foundation for consultative selling and large-account management.

- Sold and closed one of the largest contracts in company history with a leading private U.S. medical supply company; managed RFPs and contract negotiations for multi-state logistics accounts.

EDUCATION & CREDENTIALS

Indiana University, Bloomington — B.A., Telecommunications

Former: Series 79, Investment Banking Representative | Series 65, Investment Adviser Law | Securities Industry Essentials (SIE)