



Ryan Shepherd

President / Co-Founder Kailo Energy

Greater Salt Lake City Area

Message



Kailo Energy



Southern Utah University



See contact info



500+ connections

Forward-thinking and goal-driven professional, with experience in leading all facets of business operations in both private and public sectors across international settings. Capable of formulating innovative strategies and effective solutions to complex problems; complemented with proven ability ...

Show more

Experience



President/Co-Founder

Kailo Energy

Jan 2016 – Present • 2 yrs 5 mos

Greater Salt Lake City Area

Kailo Energy manufactures high—tech residential battery backup systems. Always keeping your essentials powered.

Kailo Energy was acquired by ZYTO Corp January 2017; Kailo Energy is a wholly owned subsidiary of ZYTO Corp.



Board Member

Utah Solar Energy Association

Nov 2017 – Present • 7 mos



Chief Executive Officer

Point Innovate

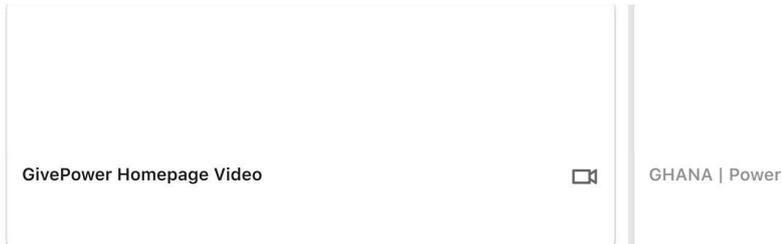
Jan 2013 – Dec 2015 • 3 yrs

Corporate HQ Salt Lake City, Utah - West Africa Headquarters Accra, Ghana

- Management of overall concepts and operations of the organization which include strategy, business plan, market segmentation, and channel development
- Strategic direction to overall business development, government contracts, NGOs relationships and sales, bank partnerships, and corporate sales
- Spearheading of supply chain activities which included projections, orders with manufacturers, logistics, customs, and inventory management
- Designing of personal line of home and commercial renewable energy management systems
- Reorganization of company by hiring partners and management team as well as deploying personnel into key functional roles
- Cultivation of strategic partnerships with banks and potential equity partners in South Africa as well as with manufacturers, executive level, and factory owners
- Establishment of CSR for energy programs in West Africa for various United States organizations including Solar City, NRG, Goal Zero, and Tifie Humanitarian

- Vital role in increasing working capital by more than \$1M in direct investment in 2014
- Achievement of 400% growth from 2014 to 2015 by supervising operations encompassing consumer sales, sales strategy building, marketing, and training sales teams
- Negotiation and closing of over \$5M in government contracts in 2015 with \$20M potential renewals in 2017

## Media (5)

**Chief Operating Officer**

TIFIE HUMANITARIAN INC

Jan 2009 – Jan 2014 • 5 yrs 1 mo

Bluffdale, Utah

- Effective leadership in daily operations of the United States organization and African activities in Democratic Republic of Congo which involved the reorganization and development of strategic visions; along with the annual operating budget worth \$2.5M
- Effectual service as chief executive officer to four African subsidiary businesses, including real estate development and construction, commodity trading business, Goal Zero Solar Distribution, 5000 hectare agriculture center and brick manufacturing, while managing 300 employees
- Development of one of the largest social enterprises and business development organizations in Kinshasa, DRC
- Presiding over of trainings to more than 20 business executives who currently work in various multinational corporations, international religious groups, international NGO's, DRC government, and private business owners
- Instrumental role in divesting four businesses to local ownership to meet organizational objectives in the DRC
- Significant increase of endowment from \$500,000 to over \$10M in invested money with annual returns over 15% by collaborating with board of directors
- Driving force in the successful recruitment of Utah's top business professionals as board members
- Attainment of \$4M in grants from the EU and USAID, while assisting the company to gain recognition from Congolese government, The University of Kinshasa, The EU, and USAID as one of the premier agriculture learning facilities in the DRC

## Media (1)

**Director of African Distribution/NGO Partnerships**

Goal Zero, LLC

Oct 2009 – Dec 2013 • 4 yrs 3 mos

Bluffdale, Utah

- Fostering of positive partnerships with various NGOs in Africa
- Launch of company products to lessen energy poverty by building harmonious relationships with several organizations
- Attainment of business development objectives and sales targets by opening distribution in different countries including Angola, Cameroon, Ghana, Kenya, Nigeria, Mozambique, and South Africa

- Creation and installation of innovative rural micro off-grid solar energy systems in Burundi, Congo, Ghana, Indonesia, Mali, and Zambia

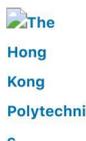
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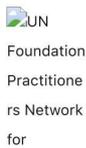
Education

 **Southern Utah University**  
 Master of Business Administration (MBA), Entrepreneurism, Finance  
 2007 – 2009  
 Activities and Societies: Graduated Beta Gamma Sigma.

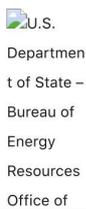
 **The Hong Kong Polytechnic University**  
 Master of Business Administration (M.B.A.), Entrepreneurship/Entrepreneurial Studies, Financial Risk Management  
 2008 – 2008

 **Brigham Young University**  
 International Law & Diplomacy, International/Global Studies  
 1995 – 2000

Volunteer Experience

 **Practitioner Member - Goal Zero - Point Innovate**  
 UN Foundation Practitioners Network for Renewable Energy Environment  
 Renewable Energy and African Business Expertise

 **Participant and Resource Expert**  
 United Nations Sustainable Energy for all Initiative Economic Empowerment  
 Renewable Energy and African Business Expertise

 **Advisor - Accra, Ghana**  
 U.S. Department of State – Bureau of Energy Resources Office of Alternative and Renewable Energy  
 Economic Empowerment  
 Renewable Energy and African Business Expertise

Alternative and Renewable Energy



