Ryan P. Ellis

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EDUCATION

Northeastern University Boston, MA
Candidate for Bachelor of Science in Economics and Business Administration, Concentration in Finance and Entrepreneurial Startups May 2029
Relevant Courses: Business Statistics, Financial Accounting, Marketing, Financial Management, Investments, and Innovation **GPA: 3.77**
Activities: Entrepreneurship Club, Division 1-AA Men's Rugby; High School President, Greenhouse Club President, and Newspaper Club President
Awards: Presidential Scholarship and Dean's List

High School, International School of Kenya (High Honors) May 2025
Higher Level Courses: IB HL Economics (A), IB HL Business Management (A), and IB HL English (A) GPA**:** 7.29/7

EXPERIENCE

TermiTag Boston, MA
Business Strategy and Operations Lead January 2026 – Present

- Lead business strategy and GTM execution for a smart hardware startup, conducting customer discovery and financial analysis to target a market of 600,000+ U.S. homes for early termite detection
- Placed second in Northeastern's startup challenge out of 30+ competing startups, earning a $2,500 prize
- Won the $1,000 Prototype Fund grant to finance hardware development and field testing of the device

Chipotle Market Entry Project Boston, MA
Academic Team Project | Northeastern University (INTB1205) April 2026

- Evaluated consumer demand, competitive dynamics, and regulatory requirements across three European markets
- Built a weighted decision matrix and benchmarked three fast-casual peers to recommend expansion into the Netherlands
- Co-developed the expansion strategy, defining operating costs, break-even sales, pricing, promotion, and supply chain plans

National Youth Opportunities Towards Advancement Project with World Bank Nairobi, Kenya
Participant October 2024

- Contributed on a project that aimed to increase employment of marginalized youth, impacting over 10,000 people
- Analyzed the efficiency and impact of the previous government youth project to determine the maximum payment amount the government should give per youth job created by social enterprise (including training and mentorship)
- Ensured that the enterprises were providing comparable jobs at a cheaper cost than the government

Wingi Nairobi, Kenya
Marketing Intern February 2024 – May 2024

- Designed and launched digital product advertisements for a local startup, increasing social media engagement and boosting product visibility
- Increased sales by implementing innovative marketing strategies and promotional designs

Kenya Climate Innovation Center Nairobi, Kenya
Business Development Intern February 2023 – April 2023

- Supported incubation, capacity building, and financing for Kenyan SMEs developing climate-focused innovations
- Maintained and updated client accounts and company databases, while engaging with customers to build and strengthen business relationships
- Screened client accounts and applications for fraudulent submissions, identifying and escalating cases that were flagged for review

VOLUNTEER EXPERIENCE

Mary Immaculate Rehabilitation Center Nairobi, Kenya
Project Leader and Volunteer December 2023 – April 2025

- Volunteered at a local boys' rehabilitation home, collaborating with residents on projects and community initiatives
- Helped reconstruct 1 library and 3 greenhouses and raised $2,000+ by selling plants at local farmers' market
- Pitched to donors and raised $500 (maximum grant), funding the installation of a biogas system that turns food waste into cooking fuel and a hydroponics system to reduce energy costs and promote sustainable farming

SKILLS AND INTERESTS

Skills: Proficient with Microsoft Excel, Word, PowerPoint, AI workflows
Soft skills: Time management, organization, client communication, cross-cultural collaboration, structured problem solving, public speaking
Languages: Intermediate Spanish
Interests: Entrepreneurship, Economics, Leadership, Rugby, MMA, Soccer, Hiking, Traveling, and Business Development
Cultural Experiences: Have lived in Indonesia, Kenya, and America