# RYAN TINDALL

704.778.7959 | ryan.tindall@grantic.ai | grantic.ai | linkedin.com/in/ryan-tindall | Huntersville, NC

**Senior operations leadership, without the full-time hire.**

Founder, Grantic Operations · VP Operations · McLaren · Cosworth · Rho AI (GM Acquisition)

## PROFESSIONAL SUMMARY

Operations executive with 25 years building, scaling, and rescuing complex businesses across motorsports technology, artificial intelligence platforms, business-to-business software, and automotive systems. Vice President of Operations, U.S. Division at McLaren Applied Technologies for eight years and at Cosworth for three, within ten years at Cosworth overall. At Rho AI, identified the strategic path to acquisition by General Motors, built the relationships inside GM's motorsport operation, and delivered the operational credibility that made the deal the logical outcome. Reads organizations and the people inside them with unusual precision, then builds and runs the plan that gets the work done.

## KEY ACHIEVEMENTS

- Scaled the U.S. business at McLaren Applied Technologies 250% and improved operating margin from 23% to 38%; managed an operating budget above $5M and exceeded a $5M revenue goal at 45% margin targets
- Delivered NASCAR Cup Series engine control unit systems to every car in the field with zero on-track failures across eight years; spec supplier for INDYCAR control units, sensors, and dashboard systems
- Reversed a 20% revenue decline at Cosworth and grew the business from $6M to $10M within three years while managing a $12M operating budget; expanded the account base 10% while opening revenue streams across racing, aviation, military, and industrial sectors
- Engineered the operational positioning that led to General Motors' acquisition of Rho AI in 2022; doubled software revenue and expanded the user base 30% through contract restructuring
- Secured more than $2.5M in enterprise contracts with Apple, Google, and Uber by realigning go-to-market strategy; launched the Silicon Valley hub generating more than $1M in recurring revenue
- Won the ten-year NASCAR timing and scoring wireless network contract at Cosworth, covering custom radios, antenna kits, network infrastructure, and continuous software updates through every race weekend

## CORE COMPETENCIES

**Technical Operations & Programs:** ECU & Telemetry Systems | Timing & Scoring Infrastructure | NASCAR & INDYCAR Spec Programs | Embedded Electronics Delivery | Real-Time Data Integration | Zero-Tolerance Delivery Environments | Multi-Year Program Ownership

**Business Development & Growth:** U.S. Market Expansion | Go-to-Market Strategy | Enterprise Contract Negotiation | Strategic Partnerships | Revenue Operations | Acquisition Positioning | P&L Management | Multi-Site Operations

**Operational Leadership:** Team Leadership & Development | Turnaround & Crisis Ownership | Process Optimization | Customer Success | Cross-Functional Collaboration | Change Management | Organizational Diagnosis | Budget Management ($12M)

## PROFESSIONAL EXPERIENCE

### GRANTIC OPERATIONS | North Carolina | 2019 – Present

**Founder**

Independent operations practice for owner-led technology and industrial companies: senior operations leadership without the full-time hire. Engagements run as an Operations Diagnostic, a Decision Sprint, a Growth Plan, or an Operations Reset, and as fractional, interim, and chief of staff roles.

- Reorganized implementation and customer success operations for mid-market business-to-business software clients; reduced cross-team friction 15–20%, delivery overhead 15–25%, and escalations 10–15% while holding customer satisfaction above 90%
- Built executive KPI dashboards, workflow documentation, and training materials; reduced on-site delivery hours 15–25% and rework 10–15%
- Stabilized at-risk enterprise accounts during product roadmap gaps through fit-gap analysis, release expectation management, and transparent mitigation plans
- Designed customer-centric implementation workflows and a remote delivery track for technically mature clients, reducing delivery overhead while protecting satisfaction scores
- Authored standard operating procedures, checklists, and quick-reference guides for implementation specialists and support teams; improved new team onboarding speed 20%
- Launched pre-visit training materials and micro-video guides for implementation teams, cutting on-site hours and rework across pilot engagements

### ORANGE BEES | Charlotte, NC | 2023

**Director of Operations**

Software development and AI-driven manufacturing technology company specializing in Industry 4.0 solutions for automotive clients including BMW and Continental Tire. Company wound down operations in Q4 2023.

- Closed a $1.2M enterprise contract with Continental Tire, increasing annual recurring revenue 25% and extending contract life by 24 months
- Led strategic negotiations with SoftServe, orchestrating an Industry 4.0 alliance projected to drive $5M in annual recurring revenue
- Expanded the BMW post-production quality system into three facilities, improving inspection efficiency 40% and reducing delivery time 30%
- Directed the dashboard roadmap across delivery and finance teams, improving reporting latency 40%, planning accuracy 35%, and service level compliance 28%
- Doubled annual revenue from the largest customer through contract restructuring and stakeholder coordination; delivered a 30% user base increase through systematic process optimization
- Improved revenue forecasting accuracy 40% through data modeling and analytics implementation across delivery and finance

- Led cross-functional collaboration across more than one hundred geographically distributed manufacturing facility partnerships

### RHO AI | Huntersville, NC | 2020 – 2022

**Director of Operations, Pit Rho (2021 – 2022) · Consultant, Business Development (2020 – 2021)**

Data science and AI company providing predictive analytics for motorsport race strategy. Scaled from startup to acquisition-ready company, culminating in acquisition by General Motors in late 2022.

- Identified that GM's deepening reliance on the predictive analytics platform represented a strategic acquisition opportunity before anyone was discussing a deal; mapped key relationships inside GM's motorsport operation, expanded the service footprint to increase strategic dependency, and delivered the operational credibility that made acquisition the logical outcome
- Doubled software revenue and expanded the platform user base 30% through strategic contract restructuring
- Rebuilt the delivery model for racing clients; reduced turnaround time 50% and increased output capacity 40% while maintaining quality standards for race-critical applications
- Managed the AI model deployment team; improved deployment speed 60% and prediction accuracy 47%
- Built and scaled operations for a platform processing live timing and scoring feeds twice per second to project finishing positions and simulate pit strategy in real time
- Led identification and integration of new market sectors for the startup, establishing the operational framework that supported growth into acquisition readiness
- Led operational integration planning with the GM acquisition team; streamlined delivery processes, documentation, and client transition protocols

### McLAREN APPLIED TECHNOLOGIES | Huntersville, NC | 2011 – 2019

**Vice President of Operations, U.S. Division**

Global technology and innovation division providing advanced electronics, data systems, and performance solutions for motorsports, automotive, and aerospace industries.

- Scaled the U.S. business 250% and improved operational margin from 23% to 38%; managed a $5M+ operations budget and exceeded a $5M revenue goal at 45% margin targets
- Delivered NASCAR Cup Series ECU systems to every car in the field with zero on-track failures across eight years; all problems absorbed and resolved before they reached the track
- Served as spec supplier for INDYCAR electronic control units, sensors, and dashboard systems; managed engineering and operations teams, regulatory compliance, and continuous product improvement
- Secured $2.5M+ in enterprise contracts with Apple, Google, and Uber by realigning go-to-market strategy; launched the Silicon Valley hub generating $1M+ recurring revenue
- Won exclusive supply of NASCAR's first digital dash display, developed in partnership with Visteon
- Expanded U.S. regional business 20% through development team growth and a West Coast office launch with full sales, development, and support capability; increased customer satisfaction 46%
- Built and led the U.S. engineering team, enhancing product delivery for the market while holding quality standards in zero-tolerance environments
- Established stakeholder alignment across sales, product, and operations through transparent leadership and systematic change management
- Led the division's largest U.S. project, positioning the business as a regional industry leader and securing follow-on contracts

### COSWORTH ELECTRONICS, INC. | Mooresville, NC | 2001 – 2011

**Vice President of Operations, U.S. Division (2008 – 2011)**

High-performance automotive engineering company specializing in powertrain electronics, data systems, and control units for motorsports, military, and aerospace applications.

- Reversed a 20% revenue decline, steering the business from $6M to $10M within three years while owning P&L and a $12M operating budget across 200+ accounts
- Led an operations team of 22 and achieved 10% expansion in the account base while introducing new revenue streams across racing, aviation, military, and industrial sectors
- Won the ten-year NASCAR timing and scoring wireless network contract; manufactured custom radios and antenna cable kits, managed network infrastructure, and provided continuous software updates ensuring reliable data delivery to all teams throughout race weekends
- Won a major military provider distribution contract by targeting defense sector data systems; applied cost containment measures ensuring profitability
- Integrated technical support into the engineering group, improving service to original equipment manufacturers and streamlining the organization
- Transformed the U.S. regional business through market evaluation, product management, operational improvement, talent management, and direct customer relationships

Earlier at Cosworth: Technical Support Manager (2004 – 2008); Technical Support Engineer (2001 – 2004)

## BOARD MEMBERSHIPS

Board Member, McLaren Applied Technologies (U.S. entity) | 2011 – 2019
Board Member, Cosworth Electronics, Inc. | 2008 – 2011
Served as the United States director for both entities, with signing authority on U.S. legal and corporate matters.

## EDUCATION

Bachelor of Science, Mechanical Engineering — Kettering University, Flint, MI