

RYAN C. POPPLE

Education

- 2004 – 2006 **HARVARD BUSINESS SCHOOL** **CAMBRIDGE, MA**
Master in Business Administration degree. Received First Year Honors, Second Year Honors, and Baker Scholar Award (academic top 5% of graduating class).
- 1996 – 2000 **THE COLLEGE OF WILLIAM & MARY** **WILLIAMSBURG, VA**
Bachelor of Business Administration in Finance and Minor in History. Army ROTC scholarship, Distinguished Military Graduate (top 10% in Army cadet class), Dalton Business Leadership Award.

Experience

- 2014 - current **PROTERRA, INC.** **BURLINGAME, CA**
President & CEO. Chief Executive Officer for the leading EV transit bus manufacturer in North America. Proterra operates in three locations with a headquarters and advanced R&D in the San Francisco Bay Area, and engineering and manufacturing operations in Greenville, SC and Los Angeles County, CA. Headcount is approximately 500 employees in design, engineering, manufacturing, sales, marketing and service.
- Recruited a world-class EV engineering team to develop Proterra's core technologies in-house, including battery, charging, and propulsion systems
 - Company currently holds the world record for longest EV range on a single charge (> 1,100 miles)
 - Highest market-share (60%) for EV transit in North America, Proterra now has customers in 40 U.S. States, two Canadian provinces, as well as technology customers in the UK and Europe
 - Developed a diverse expert Board of Directors by personally recruiting leaders from manufacturing, technology, energy and government.
 - Fastest growing bus or truck manufacturer in North America. Revenue growth rate over the last three years has exceeded 50% CAGR
 - Recognized as an industry expert in transport electrification, routinely recruited as an expert speaker on policy, technology and business models for innovation in energy and transportation
- 2010 – 2014 **KLEINER PERKINS**
Partner, Green Growth Fund. Led technology investments as part of a seven partner team deploying a billion-dollar venture capital fund focused on cleantech & sustainability. Personal focus area on transportation and mobility.
- Sourced and originated venture capital investments in Charge Point, Proterra, INRIX, Telogis, Choose Energy and other software and hardware technology companies.
 - Served as a Board Member or Board Observer for portfolio companies.
 - Provided operational and scaling support with portfolio companies, frequently assigned as an operational consultant for strategic planning, financial planning within portfolio companies.
- 2007- 2010 **TESLA MOTORS** **SAN CARLOS, CA**
Sr. Director of Finance. Corporate Finance and Corporate Development for the world's leading electric car manufacturer. Finance Director supporting the CTO and the Technology special business unit.
- Promoted from Senior Analyst to Senior Manager to Director in 18 months. Youngest Director-level employee in company.
 - Developed a retail financing program for electric vehicle purchases with a major commercial bank partner by educating the banking partner and designing a unique collateral agreement to reduce risk and lower consumer cost.
 - Developed and led a cross-functional cost reduction program for the Tesla Roadster which resulted in reducing product cost by nearly 50%, improving quality, and achieving positive margin within 9 months of initiation.
 - Supported the Vice President of Corporate Development by authoring and negotiating the company's Department of Energy Advanced Technology Vehicle Manufacturing (ATVM) loan application for over \$450 million.
- 2006 – 2007 **CILION BIOFUELS** **GOSHEN, CA**
Senior Financial Analyst. Managed finance and technology analysis, reported to executive management and board of directors in a \$380 million biofuels venture. Managed corporate finance projects and business development modeling.

Summer 2006 **CHEVRON** **SAN RAMON, CA**
MBA Financial Analyst. Leadership Development Program that prepares high-potential MBA hires for general management positions.

Summer 2005 **EXXON MOBIL** **IRVING, TX**
MBA Financial Analyst Intern. Completed financial projects with the Treasurer's Department at the Exxon Mobil Chemical Company and the Exxon Mobil Corporate Headquarters.

2000 – 2004 **UNITED STATES ARMY** **4th INFANTRY DIVISION**

- Assigned to the Armor branch of the US Army, immediate active-duty following graduation from college via ROTC.
- Completed military training courses including Armor Officer Basic Course, Scout Platoon Leader Course, Air Assault School, Airborne School, and Combat Life-Saver Training
- Served in the 1st Squadron, 10th Armored Cavalry Regiment, 4th Infantry Division; based at Ft. Hood, TX.
- Troop leadership roles including Tank Platoon Leader, Support Platoon Leader, Executive Officer and Maintenance Officer in the ranks of Second Lieutenant, First Lieutenant and Captain.
- Deployed overseas in 2003, led a platoon of 55 soldiers during the initial invasion and subsequent military occupation of Iraq.

Board Roles Proterra, Silicon Valley Leadership Group (Executive Board Member), California League of Conservation Voters Business Advisory Board, Sea Crest School Board of Trustees

Personal Outdoor sports including snowboarding, fishing, hiking, and rock climbing. Best climb: *Remote Control* (5.11A) in American Fork Canyon, Utah. Favorite hike: Wheeler Peak, New Mexico. Also enjoy reading history, and volunteering for local literacy and democracy projects.