

Nate Bryer

Colorado Springs, CO 80919 • 847.814.7554 • nbryer@ymail.com

SUMMARY Seasoned Executive with nearly three decades of experience in customer-facing environments. Diverse skill set includes operations management, strategy, innovation, and resource balancing skills with ability to support multiple simultaneous projects in a matrix organizational structure.

- Highly visible change agent assisting state agencies in implementing technologically advanced tax handling ecosystems.
- Define and develop ideas into products that deliver value to the business and customers alike
- Experienced in developing strategies, plans and roadmaps that lead to increased customers and expanded revenues.
- Positive, optimistic, creative-pragmatist self-starter who excels under pressure
- Proven experience in building teams from the ground up to develop consumer facing products

PROFESSIONAL EXPERIENCE

WSP – Colorado Springs, CO

Senior Vice President – RUC Product & Operations

1/2023 – Present

- Responsible for the P&L of the RUC business line under the National Mobility Operations business line
- Facilitate all legal, contract, subcontract, purchasing, finance, recruiting, HR, marketing, communication and other business activities with the corporate support staff
- Jointly develop, implement and execute a growth strategy that will exceed financial and profitability targets for the RUC business
- Leverage client relationships across all markets sectors of WSP including Transportation, Federal, Environment, Energy and other appropriate WSP sectors.
- Anticipate industry trends and position the firm to be at the forefront of technology through innovation and state-of-the art technology implementation
- Lead recruiting of key staff and strategic hires tied to pipeline opportunities
- Identify growth opportunities through new and existing markets and clients and drive growth initiative implementation
- Oversee priority pursuits and projects and manage an active involvement in client development, pursuit development, teaming, and all aspects of capture planning including interview preparation
- Conduct periodic meetings with Clients to develop client and to assess the firm's performance on ongoing projects.
- Oversee RUC delivery of specific projects and programs nationally

Azuga – a Bridgestone Company – Colorado Springs, CO

Executive Vice President – RUC Business Unit

05/2013 – 12/2022

- Pursued and Established Road Usage Charging practice within the Company. Responsible for P&L of the new business unit. Grew business from zero to over \$2 million per year.
- Managed operations and oversaw the design, implementation, and launch of Azuga Insight - a road usage charging (RUC) platform - for over 14 RUC projects.
- Instrumental in providing pragmatic innovation in the growing RUC space. Experience spans the entire RUC ecosystem: operations, customer experience, logistics, real time data, connected vehicle data collection, customer support, RUC processing, business intelligence and data analytics.
- Built cross functional and international team (US & India) to establish and grow SaaS products to meet quickly growing market
- Introduced innovative development tools to increase velocity and quality of products delivered

Allstate Insurance Company – Northbrook, IL

Director – Insight, Design & Innovation Center

1998 – 05/2013

Drivewise & Telematics Product Research & Development ('06 – '13)

Managed an annual \$20 Million dollar budget for developing and delivering the Drivewise Usage Based Insurance product to consumer based and commercial based customers. Responsibilities included:

- Named Inventor on 5 patents in the telematics space
- Establish vendor relationships, agreements and standard processes.
- Built out a diverse cross functional team to design, built and promote the UBI program to customers nationwide. Achieved a high success rate of enrollment and had a high degree of morale among team members during entire program.
- Continue improving telematics strategy for Allstate. This included developing the research program, strategizing on positioning and marketing as well as designing the overall infrastructure plans and data needs.
- Created a project management office for the entire telematics effort at Allstate that was accountable for project management, communication and cross functional team coordination.
- Managed and directed all efforts on working with the Internal Technology Organization in designing the technology strategy for the telematics infrastructure at Allstate. This included leading requirements gathering sessions and driving out a solution that is cost effective yet will have the ability to be incorporated into the overall Allstate architecture and infrastructure.
- Instrumental in developing partnerships with numerous vendors within the telematics space

Allstate Green Operations (05 – 06)

Managed a \$1.3 Million dollar budget for marketing and execution of the Allstate Green Product rollout (8 states – MN, KS, MO, WA, IN, MI, LA, OR). Responsibilities Included

- Manage day to day operations and interaction with the various regional staff (Regional Distribution Leaders, Territory Distribution Leaders, State managers, Regional Marketing Managers).
- Coordinated efforts in selection of organizations for partnering on the Allstate Green

Sr. Manager/ Technology Strategist (98 – 05)

- Provided leadership, technical insight and delivery of strategic projects for the Finance Department within Allstate Financial.
- Developed architecture review process that enforces adherence to defined standards, principles, and procedures for new technologies.

Kemper National Insurance – Long Grove, IL

Systems Strategist & Architect

1996 – 1998

- Lead a team responsible for designing and implementing a Framework for application developers

United States Army – Aschaffenburg, Ger.

Sergeant, 4th Battalion/66th Armor

1986 – 1989

EDUCATION

Master of Business Administration, DePaul University

Bachelor of Science, Information Technology, Northern Illinois University

SKILLS

Leadership

Hiring, Mentoring, Goal Setting,
Coaching, Motivating, Performance
Appraisal, Supervising

Product Management

Strategic Planning, Roadmaps,
Requirements/User Story Creation,
Release Planning, Business Analysis

Operations

Customer support, Continuous
Improvement, Time Management,
Multi-tasking, Problem solving,
Adaptability

Finance

Budgeting, Forecasting, Controlling,
Reconciliation, Compliance, Analysis,
Future state, Risk Management

Systems Engineering

System Design, Requirements Tracing
and Analysis, Bills of Material,
Hardware and Software Integration,
Microsoft Visio

Software Management

Jira, SDLC, Agile, Scrum, DevOps,
Backlogs, Burndown Reports,
Estimation, Epics, User Stories,
Unit/Acceptance/Regression Testing

Project Management

Microsoft Project, Gantt/PERT Charts,
Critical Path,
Risk/Schedule/Stakeholder
Management, Change Control

Productivity

Confluence, HTML, SQL, Outlook,
Word, Excel, PowerPoint, Access,
SharePoint