Contact

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(LinkedIn)

Top Skills

Corporate Development
Venture Capital
Strategy

Kyle Enright

President, Achieve Loans
San Francisco Bay Area

Summary

C-level business executive and prior venture investor.
• Founded the successful HELOC lending business at Achieve and oversee all lending businesses (personal loans & mortgage), with 650+ employees and several billion in annual originations.
• Strategy & business development leader who helped launch Intel Digital Home, Google Wallet & many startups, developing business plans and structuring major partnership deals. Established processes, recruited talent, managed teams.
• Venture investor with 10+ yrs experience across seed --> growth equity. Established a corporate venture program; served on Boards; act as trusted advisor to startups.

Experience

Achieve
President, Achieve Loans
December 2017 - Present (7 years 10 months)
San Francisco Bay Area

Sindeo
Chief Strategy Officer
January 2017 - December 2017 (1 year)
San Francisco Bay Area

Led strategy at Sindeo, a fintech startup that built an online marketplace of 40+ mortgage lenders.

Helix Capital
Investor & Venture Advisor
October 2013 - December 2016 (3 years 3 months)
Menlo Park, CA

• Co-Founder: attempted $30M venture fund focused on fintech, mobile, AI/ analytics, SaaS, IoT.

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• Provide advice & hands-on help in strategy, fundraising, product, BD to early-stage startups in fintech & e-commerce, mobile, SaaS, AI/ data anlytics, Digital Home/ IoT segments.
• Advisor to venture funds & corporate venture units. Assist in fund strategy, dealflow, deal evaluation.
• Advisor to larger fin'l services companies on mobile payments, alt lending, PFM, data analytics

First Data Corporation
SVP - New Ventures
December 2012 - August 2013 (9 months)
Palo Alto, CA

• Founded FDC Ventures group and led venture capital investment activity for First Data.
• Formulated investment strategy & operating plan, ratified by FDC's Board.
• Helped drive FDC partnerships with startups in payments, mobile marketing, and e-commerce.
• Collaborated closely with FDC corporate and BU leaders to set FDC product innovation strategy.

Google
5 years

Head of Business Development - Mobile Payments (Google Wallet)
March 2011 - December 2012 (1 year 10 months)
Mountain View, CA

• Led 8-person business development team for Google Wallet.
• Initiated, negotiated, and closed major partnerships for Google Wallet with key ecosystem partners.
• Led corporate development strategy, identifying and evaluating targets for 2 completed acquisitions.
• Defined initial launch strategy for international release of Google Wallet.
• Represented Google Wallet externally at industry conferences.

Business Development Leader - Mobile Partnerships
January 2008 - February 2011 (3 years 2 months)
Mountain View, CA

• Senior leader for Google's mobile product and business efforts.
• Led key partnership deals in U.S and internationally for distribution of Google's mobile services, helping to drive Google's mobile revenue from $100M run rate to $1.5B+ run rate.

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• Collaborated with product and engineering for initial launch of several new products: Android CDMA, Mobile Web Maps, HTML5 geolocation API.

Stealth Startup - Consumer Internet
Product Manager/ Advisor
2011 - 2011 (less than a year)

• Provided product vision for disruptive Internet-based file storage and sharing service.
• Created PRD, working with engineering team to scope feasible set of features and establish project timeline.
• Defined product UI/UX and oversaw UI implementation for mobile app and website.

MHS Capital
Investor
2007 - 2007 (less than a year)
San Francisco, CA

• Sourced and evaluated investments for new venture capital fund.
• Helped define fund's investment strategy.
• Performed deal review and due diligence for Fund's initial investments, including OPower Series A financing.

Intel Capital
Investment Director - Venture Investments
September 2000 - December 2006 (6 years 4 months)
Santa Clara, CA

• Led 12 investments: 10 positive exits (2 NASDAQ IPOs). Deal team member for 10 other deals.
• Board Representative for 6 portfolio companies.
• Invested across fintech; mobile; SaaS; digital home/ IoT; networking & communications.
• Founding Team: Digital Home Group. Helped write the business plan & go-to-market strategy.

Bain & Company
Consultant
1999 - 1999 (less than a year)

Education

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Stanford University Graduate School of Business
MBA · (1998 - 2000)

Harvard University

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