

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.

- Provide advice & hands-on help in strategy, fundraising, product, BD to early-stage startups in fintech & e-commerce, mobile, SaaS, AI/ data analytics, 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.

- 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

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

Harvard University