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**Rick Richman** · 2nd 

 **Firepie**  
 **California State University, Northridge**

Founder & CEO at Firepie  
San Francisco, California · 500+ connections · [Contact info](#)

## About

Entrepreneur - Senior Level Business Development

Entrepreneur and dynamic senior sales and business development professional effective in rapidly identifying and generating new revenue in multiple industries and markets with an extensive background of success selling to Fortune 1000 companies. Comprehensive knowledge of evolving business models, SaaS & Cloud based service offerings, possessing a strong acumen in the mobility and restaurant hospitality space. Self-driven with highly analytical and creative problem solving skills. Proven record of accomplishment in startups, channel development, business development, account management, C-Level relationship development, sales management and HR recruiting, with a unique ability to bring rapid results in both startup and Fortune 100 environments. Always proactive with excellent interpersonal and communication skills.

### Key Competencies

Account & Territory Management, Business Development, Channel Management, C-Level Executive Value Propositions, High-Level Contract Negotiations, Sales of Wireless and SaaS Enterprise Solutions, Sales & Sales Management B2B B2C, Strategic Account Planning, Operations, and Human Resources Management

## Articles

1,967 followers



### Why I Started Firepie

 **Rick Richman**  
Published on LinkedIn

I have always been obsessed with convenience. As a kid my mind would spin with ideas on how to make simple things work better. I would take my bicycle and my Tonka toys apart and try to modify them. It rarely worked. But occasionally it did. That made me happy. I was also a rebellious teenager but eventually got my act together to go to college. My plan was to go to law school. While in college I worked at California Pizza Kitchen now kn ...see more

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## Experience



### Founder & CEO

Firepie

Apr 2015 – Present · 4 yrs 11 mos

Simple, Fast, Amazing

Oration

### Senior Relationship Development Manager

Oration

Dec 2014 – Apr 2015 · 5 mos

San Mateo



### Sr Business Development Manager, Fortune 500 Global Accounts

T-Mobile

Feb 2013 – Oct 2014 · 1 yr 9 mos

San Francisco Bay Area



### Account Manager Enterprise Wireless Mobility

Sprint BMG Enterprise Sales

Jan 2005 – Mar 2013 · 8 yrs 3 mos

San Francisco Bay Area

Wireless mobility consulting to enterprise companies

### Sales Executive & Analyst

Spectrum Settlement Recovery

Jul 2005 – Nov 2005 · 5 mos

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## Education



California State University, Northridge

## Skills & Endorsements

### Business Development · 71



Endorsed by Wendy Werder and 3 others who are highly skilled at this

### Enterprise Software · 69



Endorsed by Manuj Aggarwal, who is highly skilled at this



Endorsed by 4 of Rick's colleagues at T-Mobile

### Telecommunications · 61



Endorsed by Bruce Paul and 3 others who are highly skilled at this

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