

MATTHEW SPEAKMAN

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EDUCATION

University of California, Santa Cruz Santa Cruz, CA, USA

Master of Science, Applied Economics & Finance – GPA 4.0 *Expected Graduation: 6/2017*

- *Relevant Coursework: Financial modeling, engineering, and valuation; Econometric data analysis and programming (using R and Python); Policy proposal and analysis*

Western University London, Ontario, Canada

Bachelor of Arts, Financial Economics *4/2010*

SKILLS

Excel (VBA), R, Python, STATA, Salesforce.com, SQL, Microsoft Office Suite

EXPERIENCE

Stitch Labs, Inc. San Francisco, CA, USA

Senior Product Consultant *12/2015-4/2016*

- Managed one subordinate while continuing sales and consulting responsibilities
- Collaborated regularly with Product, Finance, and Marketing departments, determined platform improvements, pricing structure, and company direction
- Worked alongside VP of Sales and other senior management, used Salesforce to generate dashboards and forecasts, evaluate strategic initiatives, and prioritize operational decisions

Product Consultant *1/2015 – 12/2015*

- Designed, presented, and delivered customized operations management solution to businesses in wide range of industries.
- Directly consulted with clients, evaluated business process inefficiencies and immediately presented actionable solutions in a fast paced, high-growth, results-driven environment.
- Established robust relationships with technical affiliates, brainstormed integrations, and partnered to provide comprehensive solutions.
- Achieved consistent 1.5x growth of annualized Monthly Recurring Revenue

RoboteX, Inc. Sunnyvale, CA, USA

Inside Sales Manager *1/2014 – 12/2014*

- Directed one subordinate while continuing market evaluation and sales responsibilities
- Researched customer bases and demographics, developed strategies ensuring field sales team maximize potential opportunities and maintain consistent performance.
- Acted as voice of Sales and Business Development division, synthesized feedback from teammates and customers and presented proposals directly to company executives

Account Manager *3/2012-1/2014*

- Analyzed market & geographic data with Excel to create and coordinate domestic and international sales and marketing campaigns, directed resource allocation as necessary
- Influenced a variety of end users, decision makers, industry partners, and third party administrators while navigating a complex, multi-stage sales process
- Liaised with Operations and Accounting divisions: contributed updated demand forecasts; ensured timely, complete product delivery; and monitored receivables
- Contributed towards 10x increase in company annual revenue

SPUD.com Vancouver, BC, Canada

Corporate Sales Lead *1/2011-9/2011*

- Initiated and managed new corporate sales and marketing division of international online grocery marketplace; program is now widely used in seven markets within USA and Canada
- Developed marketing campaigns to engage extremely diverse clientele