

# Matthew Staller

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## Objective

To excel in a position with an industry leader who provides business services, and requires a strategic-thinking and executionally-focused professional to maintain and develop business, products, processes and solutions.

## Summary

Creative, influential, motivated business professional who brings a unique blend of experience and education in sales, marketing, business development, software and systems implementation, information design and management, project implementation and documentation; and -- above all -- customer focus. Extraordinarily analytical and mathematical skills, especially astute in the face of radically complex problems.

## Experience



**i3 Research** *a division of United Health Group, i3 performs contract research on behalf of its Pharmaceutical and Biotechnology clients*  
August 2004-February 2006 (Brentwood TN)

Developed pricing models, analytical reports, project documentation, sales proposals, Six Sigma program materials, annual reports and marketing initiatives. Worked with senior executives and scientists (subject-matter experts) to synthesize their product into material suitable for public review and presentation. A significant application of project management, implementation, organization and analytical skills, working remotely under multiple deadlines for a national team of sales and business development executives.



**Lowe** *a division of the Interpublic Group, established in 1960 as the original and subsequent model for the advertising holding company*  
April 1995-July 2003 (New York NY)

Managed operational process improvement in account management and media services, implementing improvements in media research and reporting, client presentations, financial reporting, budgets, forecasts, and internal controls. Worked with data vendors and programmers to develop, prototype and implement software-based solutions to business problems. Conceived of and implemented analytical tools for the mining and repurposing of existing research data. Created innovative and appealing methods of presenting detailed financial, mathematical and other numeric data in media such as DVD and Video CD for use in Kiosks at annual meetings and point-of-purchase. Worked closely with the business acquisition and development teams in producing materials aimed at attracting new prospects.



**ABC/Capital Cities**  
September 1994-April 1995 (New York NY)

Art Director responsible directly for one and indirectly for six weekly and monthly magazines covering the video and cable business-to-business sectors.

## Education

### Continuing Education

Graduate-level study: Economics, Business, Mathematics, Statistics, Computer Science, History

### City College of New York

AA: Mathematics (course completion for); Minor: Architecture, Art History

### Stuyvesant High School (New York, NY)

1988: Advanced-level calculus, differential equations

## Technical Capabilities

Excel, Powerpoint, Visio, Word, SQL Server, Visual Basic, Javascript, PHP, HTML, XML, 120WPM Typing Speed  
Algebra, Calculus, Statistics, Financial Modeling