WILL MATTHEWS

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Self-motivated and adaptable leader with a Bachelor of Science (BS) and experience in multifaceted roles requiring expertise in data analytics, sales and pricing strategies, quality assurance, and automation. Remarkable ability to pick up and run with new technologies and analyze processes in fast-paced, remote environments, working independently and as part of a team to manage projects, capture sales, configure and troubleshoot systems, and drive excellence and growth.

Data Analytics [Pandas, NumPy, PyTorch, SciKit] ▪ Python ▪ SQL SMSS ▪ RStudio ▪ MS Excel ▪ Tableau
AutoCAD ▪ Quality Assurance ▪ Thermodynamics ▪ Lean Six Sigma ▪ Construction Experience

EDUCATION & LANGUAGES

Bachelor of Science (BSc), Chemical Engineering: University of Oklahoma, 2023

- **College of Engineering Representative:** OU Student Government [Projects, Mentoring, Leadership], 2019
- **Student Assistant:** Oklahoma Water Survey [Research, Data Analytics, Presentations], 2018
- **Treasurer:** American Indian Science & Engineering Society (AISES) [Financial Management, Cost Analysis], 2020

Languages: English & Spanish
Certifications: Lean Six Sigma Green Belt, Secret Security Clearance

PROFESSIONAL EXPERIENCE

FlashIntel: Account Executive [Remote]   **2023-Present**

Works remotely to build a robust pipeline of small businesses and convert prospects into customers by presenting and selling a subscription-based SaaS solution developed by a premier go-to-market intelligence company.

- Manages the end-to-end sales cycle from gathering leads through negotiating and closing deals.
- Works with customers to understand needs and deliver technical presentations, showcasing the value and functionality of a proprietary revenue-generating data analytics software.
- Leverages data to identify opportunities within new and existing accounts, driving additional revenue.

Expert1Tech: Sales Manager [Remote]   **2023**

Brought on to support the launch of an email networking startup, overseeing sales funnel development and leading a team of sales representatives to drive sales development, execute deals, and fuel rapid and sustainable revenue growth.

- Organized the pipeline for sales development, including prospecting, prospect engagement, sales metrics, pricing strategies, and time optimization/prioritization based on turnover and sales activities.

Southern Tool Specialist, Inc: Sales Engineer   **2022-2023**

Selected to build and expand the business, serving as an expert in automation to propose solutions to engineering teams in aerospace, electronics, and automotive industries.

- Conducted virtual and on-site product demonstrations, installations, and troubleshooting of Atlas Copco programmable logic controller (PLC), including networking and configurations, capturing $200K in sales.
- Used analytical skills to configure multivariable settings, obtaining ideal fastening on assembly line operations.

MILITARY SERVICE

Oklahoma Army National Guard: Combat Engineer (Specialist)   **2020-2023**

Worked closely with a team of engineers to manage the end-to-end development and deployment of infrastructure, systems, and tools to support combat operations.

- Thrived in a high-pressure, time-sensitive environment, leveraging excellent problem-solving and critical thinking skills to overcome challenges and drive the timely execution of projects.
- Led a small unit, emphasizing accountability, time management, and teamwork.
- **Robotics Intern:** Utilized Python IDE to program the Fable robotic arm movement and automation. Created educational instructions for high school students interested in the National Guard.