

**Matthew Richards**  
Business Development Manager

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Los Angeles, CA

## EXPERIENCE

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- 06/2014 - Present      **Business Development Manager**  
Mincrocom
- Led the Mincrocom global early adoption program of proprietary server solution.
  - Recruited 70 top tier fortune 500 companies (customers and partners) to become early adopters of upcoming technologies in their production environments. Gained strategic business and technological advantages in the market, in return to customer and partner evidence to support the launch.
- 01/2012 - 05/2014      **Business Development Manager**  
Gongole
- Led exploratory discussions with potential partners, guided acquisition-related due-diligence to evaluate opportunities and present recommendations to the management team.
  - Negotiated and closed business deals worth of \$50M.
- 05/2004 - 06/2008      **International Business Development Manager**  
New Era Technologies
- Built and managed a \$3M program budget while managing a global team of 80 consultants, leads and partners, working closely with account, operations, legal and finance teams.
  - Doubled the revenue by bringing more business from US, Canada, and UK based customers.

## EDUCATION

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2004      **Political Science**  
Stanford University  
Bachelor of Arts  
Graduated Phi Beta Kappa, with Distinction and Honors.

## SKILLS

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Leadership	Expert	Analytics	Advanced
Product Management	Expert	Sales Management	Expert
Corporate Development	Advanced	Private Equity	Advanced
Enterprise Software	Expert	Marketing	Advanced
Business Development	Expert	Recruiting	Advanced
Strategic Planning	Expert	Strategic Partnerships	Expert

## LANGUAGES

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English	Native	German	Fluent
Spanish	Intermediate		