

Matthew Richards

Business Development Manager

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EXPERIENCE

Business Development Manager

Mincrocom

06/2014 - Present

- 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.

Business Development Manager

Gongole

01/2012 - 05/2014

- 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.

Sales Strategist and Business Analyst

Gongole

06/2008 - 12/2011

- Was a founding member of the Hecolo sales team, growing it from 5 to 70 members in 18 months. Was Heavily involved in the interviewing process and go-to person for senior management on strategic topics and decisions.
- Managed all Hecolo direct and channel sales activities.
- Was in charge of building the team's sales operations.

International Business Development Manager

New Era Technologies

05/2004 - 06/2008

- 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.

SKILLS

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

English	Native
German	Fluent
Spanish	Intermediate

EDUCATION

Business Management and Administration
Stanford University
2004
Master of Business Administration

Political Science
Stanford University
2002
Bachelor of Arts
Graduated Phi Beta Kappa, with Distinction and Honors.