

Matthew Marji

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EDUCATION

Bachelor of Applied Science & Engineering Candidate – University of Toronto

September 2011 – Present

- 3rd Year of **Computer Engineering**, with a Minor in Engineering Business

BRAND

- I am an entrepreneur looking to further innovation with my ability to be a leader and a motivator. With a high-level understanding of software, and a “get-it-done” attitude, I always ensure that projects are completed to perfection.

WORK EXPERIENCE

Co-Founder & CTO – Booth&Bottle

June 2013 – Present

- Currently leading product development and coding of a mobile and web application that will provide a simple way for anyone to book a booth or their spot on the guest list at any nightclub venue in Toronto and the Greater Toronto Area.
- Providing a solution that creates a way for venues to track their revenue streams, analyze their target audience, and promote their events.
- Secured Liberty Entertainment Group – owners of 11 venues in Toronto and 4 venues in Miami as well as independently owned venues – Cobra and 1812 nightclub, as early adopters of Booth&Bottle.
- Raised \$2,850 in investor funding from Liberty Entertainment Group, as well as 3 angel investors.
- Developing <http://www.boothandbottle.com> using PHP and HTML5 to provide a minimum viable product for early adopters to use by April 2014.

Director of Business Development – You’re Next Career Network

June 2013 – Present

- Building relationships with 53 Ontario-based start-up companies such as Thalmic Labs to find their recruitment needs and providing events to allow them to recruit and network with over 940 talented students at the University of Toronto.
- Pitched the Startup Career Expo event to top start-ups and as a team, we have secured Kijiji, FreshBooks, and 500px.

Operations Manager – Hard Hat Café

October 2012 – April 2013

- Optimized store inventory using weekly sales figures and margins that increased yearly profits by 32% from \$51,467 to \$67,936 (highest profit margin to date).
- Ordered \$2000 of necessary products weekly, managed fifteen employees, and built partnerships with suppliers.

SOFTWARE PROJECTS

Communication and Design – C Programming

- Programmed a client-server database over the network that used TCP and sockets to allow numerous clients to safely query, add, and remove data stored in linked lists on the server simultaneously.
- Implemented server threads and file locks to allow multiple clients to access data without conflict.

Web Developer and IT Manager – EBS Construction Management Firm

- Managing the www.ebscm.com page and using Google Analytics to rearrange website content; improved SEO for searches including “Toronto construction management” and “EBS construction” by over 500 search results on Google.
- Developed and currently maintaining an IT infrastructure created by understanding the needs of the firm. Infrastructure includes a network server, a virtual private network, 2 network printers, a wireless router, 2 desktops, and 6 laptops.

INTERESTS

Personal Trainer

- Motivate and train 2 males and 1 female weekly and provide customized nutrition plans based on their goals.

Stock Market Investor

- Managing a \$20,000 portfolio with a partner that contains options and stocks in companies primarily on the NASDAQ.