

MATTHEW S. TRADER

663 Sanville Drive ■ Lewis Center, Ohio 43035 ■ 614.886.5167
matthewtrader@sbcglobal.net

PROFILE

A loyal and trustworthy professional who possesses an ability to achieve high levels of performance and productivity as a result of the following set of skills and character traits:

- | | | |
|----------------------------|--------------|----------------------------|
| • Ethical | • Autonomous | • Good-natured |
| • Resourceful | • Self-aware | • Honest |
| • Responsive | • Efficient | • Humble |
| • Exceptional communicator | • Composed | • Diverse sales experience |
| • Account preservation | • Attentive | • Strategic planner |
| • Love of learning | • Structured | • Problem solver |

CAREER PROGRESSION

HIGH SCHOOL BASKETBALL OFFICIAL, COLUMBUS, OH 2017 – present

[Ohio High School Athletic Association (OHSAA) & National Federation of State High School Associations (NFHS)]

Class One Basketball License in the State of Ohio

- Demonstrates an in-depth knowledge of the rules and uses precise on-court mechanics.
- Swiftly communicates verbally and non-verbally with coaches and players in a composed manner.
- Projects on-court confidence for self-preservation, while maintaining game control.
- Eagerly seeks out opportunities to improve and be challenged both on and off the court.
- Active member of the Central Ohio Basketball Officials Association (COBOA).

WILKINS FITNESS SOLUTIONS, COLUMBUS, OH

2011 – 2020

[National commercial fitness and athletic equipment dealer]

Director of Vendor Relations

Business Information & Continuing Education Manager

- Worked remotely from a home office in Columbus, OH.
- Headquartered in Mount Pleasant, SC.
- Managed all aspects of a 155+ vendor / manufacturer network.
- Developed, on-boarded, and enhanced vendor relationships at the executive level.
- Streamlined and maintained confidential business information systems.
- Created and led weekly educational webinars for the national sales team.
- Conducted new hire interviews, orientation training, along with ongoing product training.
- Moderated weekly webinars with guest presenters to enhance the sales team's product knowledge.
- Utilized Sugar CRM, GoToWebinar, Zoom, Online File Folder, and Skype platforms.

INDEPENDENT INSURANCE REPRESENTATIVE, COLUMBUS, OH

2008 – 2011

[Specialized in senior healthcare and employee benefits]

Represented carriers including: United Healthcare, Molina, Aflac, Blue Cross & Blue Shield

- Educated employers on the advantages of offering supplemental employee benefits.
- Illustrated the tax savings achieved through product implementation.
- Educated seniors regarding Medicare options and Medicare supplement plans.
- Cultivated professional relationships through extensive networking and group presentations.
- Processed claims with efficient accuracy.
- Created personalized marketing materials.
- Utilized company issued software for new account creation and employee open enrollments.
- Worked remotely from a home office and multiple satellite offices in Columbus, OH.

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CAREER PROGRESSION [CONT'D]

MODERN MEDICAL, INC., Lewis Center, OH

2003 – 2007

[TPA in workers' compensation providing durable medical equipment (DME) and home services nationwide]

Purchasing Representative

- Integral member on the purchasing team that translated 10.7K referrals in 2006 into a 21% sales revenue increase, with projected company revenue estimated at \$60M in 2007.
- Negotiated the purchase price for medical products and services ranging from \$21 to over \$100K.
- Recognized by company management for frequently coordinating and resolving complex and often time-sensitive client referrals through effective communication and diligent follow up.
- Contracted an additional 115+ medical equipment and service vendors into a national provider network, which enhanced product quality and client satisfaction, plus more robust margins.
- Provided superior value to clients (insurance adjusters and case managers) seeking assistance on how to package their purchases to ensure quality medical products and dependable home services were provided, while meeting their budgetary constraints.

THE FITNESS COMPANY, Hershey, PA

1999 – 2003

[Upscale family health, fitness, and racquetball club]

Director of Fitness & Operations

- Developed and executed sales and marketing programs that generated 38% of the annual club revenue.
- Forecasted, managed, and consistently exceeded both personal and club revenue sales goals.
- Recruited, hired, and trained 185+ employees for multiple club departments over the course of four years in management.
- Curtailed high employee turnover and reduced absenteeism by implementing effective employee incentive programs.
- Managed payroll and performed basic accounting procedures essential to daily club operations.
- Coordinated operations for multiple racquetball tournaments annually, including the Pennsylvania State Tournament.
- Preserved and grew club membership by researching, planning, and executing a large-scale facility renovation that provided a significantly safer and more inviting infrastructure.
- Designed theme based programs that increased revenue, strengthened member retention and amplified new membership.

OTHER RELEVANT CAREER PROGRESSION

HEALTHSOUTH, Mechanicsburg, PA

1999 – 1999

[Healthcare provider]

Exercise Specialist Intern

- Assisted the Wellness Director in coordinating and executing corporate health fairs.

MESSIAH COLLEGE, Grantham, PA

1997 – 1999

[NCAA Division III]

Athletic Department Assistant

EDUCATION

Bachelor of Arts in Exercise Science, Messiah College, Grantham, PA

1995 – 1999