

Matthew Bott

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Language - English Native & Indonesian Conversational

Summary

- A proven track record in managing major MNC Clients both in the offline and online world.
- Accomplished Business Development Consultant with instigating growth with companies from industries such as Education, Banking & Finance, Health & Fitness and many more.
- Deep knowledge of statistics and their importance to any campaign.

Education

- **2009 - 2012 Lancaster University - Environmental Science BSc Hons.**
- Produced a 10,000 word thesis 'Investigation to Determine CO2 Savings Realised By A Specialist Chemicals Recycling Company'. (77%)
- Core Skills Developed - Presentation Skills, Time Management Skills, Planning, Business Management.
- **2007 - 2009 Crompton House Sixth Form**
- A Level - Biology, Geography, Psychology, Sports Science

Work Experience

Business Development Consultant - YDigital Asia - January 2016 - Present

- Designed and implemented a New Sales Process incorporating new CRM platforms and delivered training for the Sales team in order to increase the YDigital's own conversion rates.
- Closed Deals with major MNCs working in a variety of different industries.
- Account Management with new and existing clients.
- Implemented a new Inbound lead generation system while working closely with HubSpot.

Business Development Executive - MDI Corporation - November 2014 - January 2016

- Acquired private investors from all over the world to invest in MDI's various Development programmes.
- Gained investment worth over \$2,000,000.
- Assisting clients with their FOREX and commodities trading platforms.

Business Development Executive - PIPI Persatuan Insinyur Profesional Indonesia - July 2013 - November 2014

- Increased growth of the company within the Indonesian Piping and Engineering Industry.
- Development of relationships between the company, other engineering and environmental businesses and governmental Institutions.
- Managed Contract negotiation, RFI, and RFP responses and project agreements.

Technical Skills

- Deep knowledge of Analytics and statistics, how they should be interpreted and how not to interpret them.
- Proficient user of programmes, including Excel, Word, Powerpoint. Very able user of SPSS, MATLAB, and GIS Software.
- English is my mother tongue however I am also a conversational user of Bahasa Indonesia.
- Proven Record in the development of multi year complex digital Strategies, from SEO, Social Media, Media Buying etc.

Certification & Achievement

- Hubspot - Inbound Sales Certification (valid until March 2017)
- PIPI - Indonesia Young Expert Award 2015.

References can be provided upon request.