

****Matt Cordaro****

****Contact Information:****

- Email: mcordaro1@hotmail.com, matt.cordaro@hootsuite.com, lcordaro@gmail.com, mcordaro1@yahoo.com, matt@ubervu.com
- Mobile: +1 (857) 225-0468
- Phone: +1 (857) 225-0466, +1 (617) 331-2165, +1 (304) 292-0690, +1 (304) 296-285, +1 (315) 331-2165

****Personal Information:****

- Full Name: Matt Cordaro
- Industry: Internet
- Job Title: Senior Director, Account Management
- Sub Role: Accounts
- Industry 2: Sales
- First Name: Matt
- Middle Initial: J
- Last Name: Cordaro
- Birth Year: 1979
- Gender: Male
- LinkedIn: linkedin.com/in/mattcordaro (LinkedIn), @mattcordaro (LinkedIn username)
- Facebook: facebook.com/matt.cordaro.75 (Facebook), @matt.cordaro.75 (Facebook username)
- Twitter: twitter.com/matt_cordaro (Twitter), @matt_cordaro (Twitter username)
- GitHub: github.com/mcvu (GitHub), mcvu (GitHub username)

****Professional Experience:****

Senior Director, Account Management

Acquia | Boston, Massachusetts, USA

October 2020 - Present

- Lead and manage high-performance account management teams to drive revenue growth and create lasting relationships with clients.
- Build and deploy processes to create efficient, scalable operations.
- Collaborate with cross-functional teams to develop strategic partnerships and business development opportunities.
- Implement customer relationship management strategies to improve customer retention and satisfaction.
- Provide leadership and mentorship to team members, fostering a culture of continuous learning and improvement.

Customer Success Manager

Acquia | Boston, Massachusetts, USA

2018 - 2020

- Managed a portfolio of high-value customers, ensuring their success with the company's products and services.
- Developed and executed customer journey mapping initiatives to improve the customer experience.
- Collaborated with sales and marketing teams to identify upselling opportunities and expand customer relationships.
- Provided training and support to new and existing customers, ensuring they maximized the value of their investment in Acquia's solutions.

Sales Representative

XYZ Company | Boston, Massachusetts, USA

2015 - 2018

- Generated leads through cold calling, email marketing, and lead generation campaigns.
- Managed sales pipeline and closed deals with new and existing clients.
- Collaborated with cross-functional teams to develop and implement sales strategies.
- Provided customer insights to product development teams to improve the company's offerings.

****Skills:****

- Business Development
- Management
- CRM
- Sales Management
- Sales Operations
- Leadership
- Account Management
- Strategic Partnerships
- Training
- Sales
- Business Strategy
- Email Marketing
- Customer Retention
- Client Development
- Customer Insight
- Process Improvement
- Customer Service
- Software as a Service
- Autocad
- Civil Engineering
- Drainage
- Highways
- Road
- Structural Analysis
- Surveying
- Traffic Engineering
- Transportation Engineering
- Transportation Planning
- Customer Success
- Channel Account Management
- Enterprise Account Management
- Team Leadership
- Collaborative Problem Solving
- Strategy
- Enterprise Software
- Startups
- Cross-functional Team Leadership
- Program Management
- Customer Journey Mapping
- Customer Journeys

****Education:****

[To be added]

****Certifications:****

[To be added]

****Languages:****

[To be added]

****References:****

Available upon request.