

Max Matkovski

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Experience

Ontra Mobility (Y Combinator S24) San Francisco, CA

Investment and Strategy Analyst

2024 – 2025

- Built market models for mobility-software expansion, sizing TAM across fleet management and logistics automation at \$3.2B+, informing product and GTM prioritization.
- Constructed operating and valuation models for partnerships and acquisition targets (ARR \$5M–\$18M), assessing unit economics, cohort retention, and strategic fit.
- Led pricing analysis on route-optimization and dispatching tools, identifying opportunities to increase ARPU by 12–17% through tier restructuring.
- Developed board-ready investment memos summarizing growth scenarios, EBITDA bridge drivers, and projected 24–30% IRR under base/upsides.

Zultys San Francisco, CA

Growth Analyst

2023 – 2024

- Analyzed revenue, cost-to-serve, and utilization data across 2,000+ clients to identify cash-flow optimization and expansion opportunities exceeding \$1.1M.
- Built financial dashboards (Excel, SQL, Python) tracking churn, operating leverage, and margin drivers to support executive-level investment decisions.
- Modeled cost optimization and vendor renegotiation strategies generating \$250K-\$400K in projected annual savings, improving operating margins and return profiles.

Bruin Real Estate Association Los Angeles, CA

Real Estate Investment Analyst

2021 - 2023

- Underwrote commercial and residential acquisitions using Excel-based pro forma models, analyzing NOI, cap rates, leverage, and IRR across multiple scenarios.
- Conducted market research, rent comps, and sales comps to evaluate pricing, submarket dynamics, and downside risk.
- Supported investment committee presentations and deal screening across multifamily and mixed-use opportunities.

Finphil Los Angeles, CA

Investment Analyst

2022 - 2023

- Performed diligence on growth-stage platforms, evaluating cash flows, risk models, and unit economics comparable to operating real estate investments.
- Built financial projections and sensitivity analyses to assess return potential, capital requirements, and downside protection.

Skills & Interests

Financial & Analytical: Excel, ARGUS, PowerBI, Tableau, Python, SQL, R

Language: Native: English, Proficient: Spanish, Portuguese, Russian, Hebrew, Basic: Farsi, Italian

Interests: Markets, Golf, Ice Hockey, Solo World Travel

Education

Georgia Institute of Technology Atlanta, GA

Master of Science, MS – Computer Science (AI/ML)

Relevant coursework: Quantitative Finance & Modeling, Valuation, Algorithmic Trading, Data Science, Visual Analytics, Corporate Finance

University of California, Los Angeles Los Angeles, CA

Bachelor of Science, BS – Computer Science, Cognitive Science

Relevant coursework: Real Estate Investment, Financial Accounting, Corporate Finance, Venture Capital, Financial Analysis, Microeconomics, Macroeconomics