Max Matkovski

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Experience

Ontra Mobility (YC S24) – Transportation SaaS   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 – Telecommunications SaaS   San Francisco, CA
Optimization Analyst   2023 – 2024
- Analyzed telecom usage, seat utilization, and feature adoption across 2,000+ SMB and mid-market clients to identify revenue-expansion opportunities worth $1.1M+.
- Designed financial and operational performance dashboards (SQL + Python) tracking churn, ticket volume, and support costs, reducing reporting time by 70%.
- Modeled cost-to-serve and carrier-routing efficiency improvements, projecting $250K–$400K in annual savings from traffic reallocation.
Evaluated pricing elasticity of VoIP bundles, informing a price adjustment strategy, increasing margin by ~4%.

Finphil – Fintech Platform   Los Angeles, CA
Investment Analyst   2022 - 2023
- Performed diligence on lending, payments, and underwriting tools with ARR ranges of $3M–$22M, analyzing risk models, contribution margins, and retention cohorts.
- Built financial projections and scenario analyses for new product lines, forecasting $500K–$900K incremental ARR under moderate adoption assumptions.
- Assessed funding, CAC efficiency, and AUM growth across competing fintech platforms to benchmark market positioning and identify investment opportunities.
- Produced investor-facing materials summarizing growth drivers, KPI trends, valuation comps, and target performance relative to relevant fintech multiples.

Education

Georgia Institute of Technology   Atlanta, GA
Master of Science, MS – Computer Science (AI/ML)
Relevant coursework: Financial Analytics, Data Analytics in Business, Quantitative Modeling, Visual Analytics, Machine Learning, Algorithmic Trading, Data Science Fundamentals, Corporate Finance, Valuation

University of California, Los Angeles   Los Angeles, CA
Bachelor of Science, BS – Computer Science, Cognitive Science
Relevant coursework: Finance, Financial Accounting, Managerial Accounting, Venture Capital, Financial Analysis, Real Estate Investment, Entrepreneurial Venture Initiation, Microeconomics, Macroeconomics, Corporate Policy and Ethics

Skills & Interests

Technical: Microsoft Excel, PowerBI, Python, SQL, R, Tableau
Language: *Native*: English, *Proficient*: Spanish, Portuguese, Russian, Hebrew, *Basic: Farsi, Italian*
Interests: Markets, Golf, Ice Hockey, Solo World Travel