

Max Matkovski

maxmatkovski@gmail.com • 310-359-8250

Georgia Institute of Technology

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

Atlanta, GA (Remote)

2026

Relevant coursework: Quantitative Finance and Modeling, Data Analytics in Business, Visual Analytics, Machine Learning, Algorithmic Trading, Data Science Fundamentals, Corporate Finance, Valuation

University of California, Los Angeles

Bachelor of Science, BS – Computer Science, Cognitive Science

Los Angeles, CA

2023

Relevant coursework: Corporate Finance, Financial Accounting, Managerial Accounting, Venture Capital, Financial Analysis, Real Estate Investment, Entrepreneurial Venture Initiation, Microeconomics, Macroeconomics, Corporate Policy and Ethics

Experience

Ontra Mobility (Y Combinator S24) – Transportation SaaS

San Francisco, CA

Investment and Strategy Analyst

2024 – 2025

- Sized \$3.2B+ TAM across fleet management and logistics automation; built bottom-up market models that directly shaped product roadmap and go-to-market prioritization for a Y Combinator S24 company.
- Led comprehensive pricing and packaging analysis for route-optimization and dispatching products, unlocking 12–17% ARPU uplift through tier restructuring and feature bundling recommendations now in implementation.
- Authored board, and investor, ready memos modeling growth scenarios, EBITDA bridges, and capital allocation; projected 24–30% IRR across base, upside, and downside cases to support seed and Series A fundraising.

Zultys – Telecommunications SaaS

San Francisco, CA

Growth 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 optimizations, delivering projected annual savings of \$250K–\$400K through traffic reallocation and vendor renegotiation.

Bruin Real Estate Association

Los Angeles, CA

Real Estate Investment Analyst

2021 - 2023

- Analyzed commercial and residential investments across multiple asset classes, evaluating cash flows, cap rates, and IRR scenarios using Excel-based pro forma models.
- Performed market research and comparable sales analysis to identify undervalued opportunities and assess pricing relative to submarket fundamentals.

Finphil – Fintech Platform

Los Angeles, CA

Investment Analyst

2021 - 2022

- 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.

Skills & Interests

Technical: Microsoft Excel, PowerBI, Python, SQL, R, Tableau, Argus

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

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