MATT EICHSTEADT
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EDUCATION

May 2020	**BOSTON COLLEGE**	**CHESTNUT HILL, MA**

CARROLL GRADUATE SCHOOL OF MANAGEMENT
Candidate for Master of Business Administration degree.

May 2015	**CALIFORNIA STATE UNIVERSITY, STANISLAUS**	**TURLOCK, CA**

Bachelor of Science degree in Business Administration.

EXPERIENCE

2016-2018	**SOFA LOVE DESIGNS**	**TURLOCK, CA**

Founder/ Lead Web Designer
- Developed web application with focus on increasing client visibility resulting in an increase in ~500 unique visitors per month. (Ruby on Rails)
- Responsible for all business development, growth and partnerships activities. Grew business from $0 to $10,000 annually, in a period of 24 months.
- Consulted clients on web visibility, marketing strategy, digital marketing, and social media presence

2015-2018	**HOMELEGANCE, INC.**	**FREMONT, CA**

Sales Representative/ Web Developer
- Created a catalog-kiosk application, designed to present products in stores, and deployed it in more than 40 furniture stores across California, Nevada, and Oregon. (Ruby on Rails, Angular 2)
- Developed a sales analysis application showing previously unavailable product and territory information to measure sales rep KPIs. (Ruby on Rails, Angular 2)
- Maintain business relationships with retailers and expand our product selection in stores, increasing sales from $600,000 to $660,000 annually.

2015-2016	**PLEASANT MATTRESS, INC.**	**FRESNO, CA**

Sales Representative
- Responsible for providing consultative sales and presented merchandise to meet customers' specific business needs.
- Increased territory monthly sales from $7,800 in July 2015 to $78,000 May 2016 by developing relationships with customers and ensuring that all customer service needs were met.

LEADERSHIP

2014- 2015	**KAPPA SIGMA FRATERNITY**	**TURLOCK, CA**

Vice President
- Oversaw aspects of the fraternity including recruitment, member development, and new member education.
- Increased community service hours per member and amount of money raised for charitable organizations.

TECHNICAL

- **Languages**: Ruby, JavaScript, HTML, CSS, SQL
- **Frameworks**: Rails, Angular2, jQuery, Firebase, Test-driven development
- **Tools**: Microsoft Office, PostgreSQL, Git, Bash.

LICENSES / CERTIFICATES

May 2017	**EPICODUS**	**PORTLAND, OR**

Vocational school for web development

OTHER   Enjoy tennis, basketball, reading, politics, economics, and playing music.