

# Matt H. Faile

---

2936 Dean Pkwy. Apt. 301  
Minneapolis, MN 55416  
Cell: 651.529.7461  
[mfail792@gmail.com](mailto:mfail792@gmail.com)

---

**EDUCATION:** University of Wisconsin-Stevens Point, Stevens Point, WI  
Bachelor of Arts Degree, December 2008  
Major in English  
Minor in Technical Writing

**Senior Account Executive, Infosoft Group**

Bloomington, MN

2019 - Present

- Prospect new accounts for outbound dialing campaigns
- Book meetings with decision makers or influencers to highlight product functionality
- Reach daily activity metrics through structured efforts (i.e. cold calling, emails, LinkedIn)
- Lead WebEx presentations to outline diversity and inclusion recruitment solutions

**Account Manager, Trustwave Holdings**

Eden Prairie, MN

2016 - 2019

- Create quotes for clients based on service recommendations
- Outbound to hospitality clients and lead sales initiatives throughout the year that focus on customer retention and revenue growth
- Assist clients with transfer of ownership deals, technical support assistance, billing questions, new store openings and general PCI compliance support involving firewalls
- Consult with operators and decision makers on best practices for network infrastructure/services
- Drive logistics between multiple departments to deliver orders in a timely manner

**Sales Executive/Client Management, Fidelity Information Services**

Woodbury, MN 2015

2015 - 2016

- Facilitate negotiation/closing of regulatory products to directors operating banks and institutions
- Deliver winning contract bids through negotiation of terms/services with board of directors
- Lead WebEx presentations to showcase software functionality
- Educate clients on product functionality while providing over-the-phone and e-mail support
- Work independently and structure daily routines to maximize time

**SKILLS AND ACHIEVEMENTS:**

Full Web Stack Development Certificate – In Progress @ UMN

President Club 2017 – *Trustwave Holdings*