Matthew Herzog

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Education

James Madison University   Sept 2018 - Apr 2020
Bachelor of Science: Recreation Management & Minor in Business
Flatiron School   June 2022 - Oct 2022
15 week software engineering immersive program

Projects

Calculator - [Github](#) - [Demo](#)
· Built UI components in HTML and CSS
· Utilized vanilla JavaScript to enable application to complete the requested math expressions

ToDo List - [Github](#) - [Demo](#)
· Built UI components in React.js to digitize the process of global trade
· Designed and implemented data models in Ruby on Rails to model various processes in global trade

Substack - [Here](#)
· Deconstruct topics around tech, business, and what I am learning at the moment in a weekly newsletter

Professional Experience

Salesforce
Account Development Representative - MuleSoft   Sept 2021 – June 2022

· Delivered $5.3M in qualified pipeline while working with 2 account executives selling MuleSoft's technical enterprise Saas platform through cold calling, cold emailing, and LinkedIn messaging

memoryBlue
Sales Development Representative   Dec 2020 – Aug 2021

· Delivered $1.2M in qualified pipeline while working with 15 account executives across 7 companies through cold calling, cold emailing, and LinkedIn messaging

Skills

Languages: Python, Java, Ruby, Javascript, HTML, CSS
Technologies: React.js, Ruby on Rails, Next.js, MySQL, Postgresql, AWS, Bash, Docker. GitHub, Git