

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 \$3.71M 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