

Matthew Lavoie

(508) 496-5998 | mlavoie@umass.edu | www.linkedin.com/in/matthewplavoie

EDUCATION

University of Massachusetts Amherst

Bachelor of Science in Managerial Economics, Business Minor

Amherst, MA

Candidate, May 2027

- Cumulative GPA: 3.72/4.0
- Relevant Coursework: Finance, Accounting, Macroeconomics, Microeconomics, Statistics

PROFESSIONAL EXPERIENCE

Lavoie Media

Amherst, MA

Owner

May 2025 – August 2025

- Generated \$7,000 in revenue in one summer by launching a real estate videography business
- Executed 100+ cold calls per week, converting outreach into multiple recurring paying clients
- Built automated email follow-up and lead nurture sequences in CRM pipelines

Convey Wealth Management

Boston, MA

Intern

June 2024 - August 2024

- Conducted 20+ daily cold calls to local law firms and established mutual client referral partnerships
- Booked 31 law firm meetings by refining cold calling script, doubling conversion rates of my calls

Bank 5

Fall River, MA

Retail Bank Teller

May 2023 - February 2024

- Completed 100+ transactions per day while selling various banking products to meet customers' needs
- Maintained professionalism with customers and ensured their information remained confidential
- Performed banking transactions on loans and business accounts as requested by back-office employees

EXTRACURRICULAR EXPERIENCE

Minutemen International Equity Fund

Amherst, MA

Analyst

September 2024 – May 2025

- Participated in two weekly fund-wide meetings covering international markets, equity research, valuations, and market trends, alongside a skill-building session as part of a JA development program
- Collaborated with a team of analysts to create a detailed stock pitch on MDLZ, combining a discounted cash flow model, comparable companies' analysis, and market research to form an investment thesis

University of Massachusetts Men's Rowing Team

Amherst, MA

Varsity Athlete

September 2023 - Present

- Display adaptability in a high-pressure environment by quickly adjusting to unpredictable race conditions
- Mentor 2 new team members yearly by welcoming them onto the team and teaching them how to train
- Managing time by balancing 2 daily training sessions with other commitments during the semester

SKILLS AND INTERESTS

Skills: Lead Generation, Email Marketing, Cold Calling, Sales, CRM automation

Interests: Entrepreneurship, Aerobic Exercise Science, Cycling, Running, Photography/Videography