

# Matthew Lavoie

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## EDUCATION

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### 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

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### Lavoie Media

Owner

Amherst, MA

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

Intern

Boston, MA

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

Retail Bank Teller

Fall River, MA

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

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### Minutemen International Equity Fund

Analyst

Amherst, MA

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

Varsity Athlete

Amherst, MA

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

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

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