

MATTHEW BIERMAN

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EDUCATION

University of Southern California, Marshall School of Business – Los Angeles, CA

August 2024

Master of Business Administration;

- Dean's List; GPA 3.74; Consulting and Strategy Club; Entrepreneurship Club; MBA Program Ambassador

Arizona State University, W.P. Carey School of Business – Tempe, AZ

Bachelor of Science, Business Data Analytics

- Summa Cum Laude; Dean's Honor List; Beta Gamma Sigma (Top 10% of Students); GPA 4.00

EXPERIENCE

Cognizant (5th largest consulting firm world-wide; \$16.8B annual revenue) – Phoenix, AZ (Remote)

August 2022 – Present

Consultant

- Strategized business transformation initiatives; organized projects including stakeholder interviews, requirements gathering, research, analysis of complex business problems, business case formulation, and product delivery
- Strategized and executed data transformation projects for large privately held firm; leveraged data from disparate systems to enable better visibility of key metrics across enterprise and more efficient resource deployment
- Devised new opportunity identification pipeline and strategized with senior consulting team on business development efforts, resulted in ideation of solutions worth more than \$10 Million in ARR
- Authored comprehensive white papers, researched, and analyzed industry trends and best practices; provided actionable recommendations to help clients improve business operations and outcomes

Stable And Wise – Sydney – NSW, Australia

September 2021 – December 2021

Marketing Technology and Integration Specialist

- Transformed marketing systems, CRM systems, and business processes for a boutique staffing firm with mission to fight age discrimination in hiring practices; served a market of more than 5 Million people

Shamrock Foods Company – Phoenix, AZ

February 2006 – November 2020

Supply Planning Manager (May 2020 – November 2020)

- Hand-picked for purpose-driven role in supply chain team for distribution company with >\$5B annual revenue; resolved service-level challenges for Enterprise Accounts in new role developed to respond to COVID-19 pandemic
- Aligned demand forecasting and inventory management with customer needs, business goals, and trends into integrated data-driven models and scorecards, resulting in improved service levels by 10%
- Managed Supply Planners team purchasing in highest-velocity categories, each assigned >1,000 items across vendor portfolio; created and implemented accountability and performance metrics; maintained team morale despite restructuring, furloughs, and a global pandemic

Sales Manager – Enterprise Accounts (January 2018 – April 2020)

- Directed and transformed a diverse team of Account Managers for a \$1.4B business unit focused on contract distribution services for national brands; implemented processes and scorecards that streamlined operations; created, delivered, and optimized data-driven metrics and accountability measures
- Implemented business intelligence and data analytics tools tracking cost controls and expenses; reduced operating expenses more than \$700K and achieved profitability goals for first time in over 9 years
- Spearheaded delivery frequency reduction initiative for one of our largest clients, decreased annual operating expenses >\$2M

Account Manager – Enterprise Accounts (January 2011 – January 2018)

- Managed and maximized distribution services for client portfolio of national brands valued at >\$70M in annual revenue
- Expanded market share and led opening of three new distribution centers across new markets, resulting in onboarding of new business with more than \$500 Million in annual revenue
- Created reports and processes for automating analysis of inventory, identified and reduced product out-of-stocks; resulted in service level increase of more than 5%

Account Executive (February 2006 – January 2011)

- Identified and expanded a sales portfolio worth more than \$2 Million in annual revenue for the Street Sales division of the Phoenix distribution branch by developing business with small and medium-sized businesses
- Exceeded gross profit targets 40+% in 1st rather than typical 3-5 years of sales; earned Shamrock Sales Achievement Ring

SKILLS & INTERESTS

- Skills: Sales/Revenue Operations; Data Analysis/Visualization; Business Development; Sales Strategy; Project Management; Product Management; Revenue Forecasting; Expense Budgeting; Revenue Growth; SAFe Agile
- Technology: Salesforce; Agile CRM; MS Office; Power BI; SQL; JMP Pro; Python; SAS Studio; Tableau; Hadoop
- Community Service: St. Mary's Food Bank; Packages from Home; Project C.U.R.E