

MATTHEW HIRSHON

147 Kelton Street, Allston, MA 02134 ~ 516.410.7202, matthewhirshon@gmail.com

WORK EXPERIENCE

Oracle; Burlington, MA

February 2017– Present

Sales Representative OD Prime July 2018 – Present

- Successfully sold Oracle Core Technology directly or via partners to small-and-medium sized accounts in the Greater PA area
- Generated 350K in new license and cloud revenue in and 71K in support revenue- 105% of yearly quota
- Charted with running full sales cycles for Net New accounts with revenue ranging
- Averaged 200 cold calls, 100+ emails, and 5 net new customer calls per week
- Accurately forecast, updating upper management weekly on potential deals and pipeline linearity with CRM
- Responsible for building and maintaining relationships within the territory with C-Level executives

Sales and Business Development Representative February 2017 – July 2018

- Generate pipeline for the National Southeast Core Technology teams
- Q2 FY18 total attainment: 112% to goal
- Q3 FY18 total attainment: 110% to goal
- One of three reps of team of 11 to have closed revenue
 - Closed revenue as a SDR: \$40,542
- Built sales pipeline using social selling, cold calling methodologies, and web presentations
- Mentored other Sales Development reps, helping them with account strategy, Oracle product knowledge, and Oracle Sales tools

Prudential Center and the New Jersey Devils; Newark, NJ

June 2016 – October 2016

Ticket Sales Associate

- Sold New Jersey Devils full, partial, single game suite, and group ticket packages
- Prospected and managed new business leads using Salesforce
- Identified business opportunities by establishing professional and personal networks
- Followed up on sales leads and representing the Devils at assigned functions at the arena

Ohio State IMG Sports Marketing; Columbus, OH

June 2015 – May 2016

Property Assistant Manager (summer internship)

- Assisted with the activation of sponsorships including Nationwide and Kenda Tires
- Created interactive events, engaging ticket holders, at OSU sporting, festivals and community events on behalf of sponsor brands
- Developed the necessary skills to run the events and was a leader amongst the property assistants

Frontofficesports.org; Columbus, OH

June 2015 – August 2015

Social Media Coordinator (summer internship)

- Worked for a website designed for professionals breaking into sports business, featuring interviews from current leaders in sports
- Wrote and posted Facebook and Twitter content such as relevant news, infographics, and photos
- Increased website traffic by 800 viewers weekly, reaching an all-time high; tracked using Facebook and Twitter analytics

CUNY Athletic Conference; Flushing, NY

May 2014 – August 2014

Sports Information Intern

- Utilized social media platforms, increasing website traffic through Facebook and Twitter postings for CUNY Athletic Conference
- Launched capital campaign for CUNYAC Golf Classic through cold-calling numerous companies raising over \$110,000
- In Microsoft Excel, organized and updated CUNYAC team rosters, Players of the Year, All-Stars and All-Americans for all sports

LEADERSHIP EXPERIENCE

Sigma Pi Fraternity

Columbus, OH

Rush & Social Committee

January 2014 – May 2016

- Worked with a team to develop effective strategies for recruiting new members
- Built brand loyalty by using all social media outlets, integrating website features, and specifically targeting new members

EDUCATION

The Ohio State University

Columbus, OH

College of Human Ecology: Bachelor of Science, Sport Industry

Graduated May 2016

Minor: Business

Cumulative GPA: 3.2/4.0

SKILLS & INTERESTS

- Skills: Working knowledge of Adobe and Salesforce CRM, and Microsoft Office Products (Word, Excel, Access & PowerPoint)
- Interests: sports, fitness, traveling, history, music