**MATTHEW P. RODMAN**

(484)-432-7310| marodman27@gmail.com

MBA candidate seeking an internship as a pathway to Healthcare Finance/Medical Management leveraging an MBA education (financial analysis and investments) with a Healthcare Finance Specialty, a B.S. in Neuroscience, statistical analyses including business analytics training and experience, an extensive healthcare management background including large staff (500) oversight, and prior, regular duties in revenue/profit projection.

**TECHNICAL SKILLS**

Microsoft Office, Excel, Word, PowerPoint, SPSS, data storage and statistical analyses programming including RDA, IR2, CDR, and CRMs; Smart Search, Edge, and eRSP.

**EDUCATION**

**University of Connecticut School of Business**  **Hartford, CT**

*MBA in Financial Analysis and Investments* Expected Graduation Date May 2023

*Specialty in Healthcare Finance and Insurance*

* Graduate Assistantship and Beaudoin and Albanese Business Scholarships recipient.

**University of Michigan College of Literature, Science, and the Arts Ann Arbor, MI**

*B.S. in Neuroscience*

* Edward A. Harang and Robert C. Byrd Academic Scholarships recipient while achieving university honors two times.

**PROFESSIONAL EXPERIENCE**

**Wholesale Payments Inc. Philadelphia, PA**

Account Manager February 2021 – August 2021

* Managed accounts by forecasting revenue/profit on a weekly, monthly, and yearly basis; made appropriate suggestions for credit processing, IPO systems, and proprietary revenue (live time and long-term) tracking programs.
* Supervised accounts within a 35-mile radius of Philadelphia, a very large market with challenges related to combining city, suburban, and rural accounts with typical revenues in the mid to high six figures.

**Tech USA Plymouth Meeting, PA**

Account Executive – Engineering & Construction Management January 2020 – January 2021

* Dedicated majority of time to Civil and Mechanical Engineering; managed 7 full life cycle highway transportation and design projects with 150K-300K in company revenue.
* Managed time between bringing in new clientele and matching current clients with qualified construction and engineering specialists. Required submitting 8 candidates for interview per week and creating 5 new client accounts monthly. Included leadership and management of 4 recruiters who filled positions on my accounts.
* Identified and secured new client acquisitions and subsequently negotiated position and company contracts.

**Open Systems Healthcare Philadelphia, PA**

Healthcare Recruiter March 2018 – December 2019

* Recruited over 1.5 million dollars’ worth of yearly home healthcare revenue in first fiscal year (April 2018- March 2019), the largest total of the six-person, direct recruitment team. Represented approximately 25% of new business.
* Provided management with weekly revenue/profit projection reports for current acquired accounts (within a fiscal year) and potential acquired accounts. Projections grew to 7 figures as the year extended.
* Directly negotiated caregiver wages for accounts worth up to 175K, with automatic 150% overtime after 40 hours, for accounts with up to 168 hours (24/7) of weekly coverage. Caregivers could work up to 16 hours per day as long as there were 8 hour breaks in between shifts.

**Tribeca Beverage Company Philadelphia, PA**

Sales Coordinator (**Contract**)August 2017-March 2018

* Developed a unique and successful marketing plan, employing the use of social media outlets as a means for advertising and creating initial awareness. Responded to demand for health benefits by creating a targeted advertising strategy.

**PPSP Philadelphia, PA**

Recruitment Coordinator **(Contract)** October 2016 - August 2017

* Recruited and interviewed several thousand patients, by offering modest compensation (25 dollars) and explaining the benefits of the studies for multiple, concurrent clinical research trials of medical devices across three health centers.
* Reported directly to the Director of Research Operations. Reported number of patients recruited and efficacy of trials on a weekly basis. Additionally informed the leadership of client medical device companies.