

MATT STRAUSS
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Occupational Exposure

Founder, Advisory Board (Volunteer) Solve Chicago – Chicago, IL

11/2016 – present

- Created financial models and a planned development with the community of Avalon Park
- Acted as the “general contractor” for economic development of Avalon Park which brings together community members, real estate developers, attainable jobs (employers), Government and workforce development nonprofits.
- Restructured as a 501c3 to make sure it was best for the residents of the community
- Acquired real estate clients and analyzed financial models of emerging startups
- Have 6 companies ready to expand into Avalon Park
- Have 7 real estate developers to place bids in Avalon Park

Venture Analyst, Venture Connects – Chicago, IL

3/2016 - 11/2016

- Offered to become a partner on 11/1, which included equity, a bonus and a title promotion to “Director”
- Created financial models for startups
- Promoted to Venture Analyst within three months
- Discovered 3 investment banking clients
- Analyzed financial models and raise amounts questioning founders if they truly needed to raise capital
- Rebranded Venture Connects as the startup community connector
- Scaled networking events 30% month over month by bringing in thought-leaders as key-note speakers
- Recognized by Pritzker Venture Capital, Hyde Park, OCA Ventures and LightBank Venture Capital as the brand that was helping reconnect the entrepreneur scene in Chicago
- Created story telling pitch decks for startup clients
- Pitched to partner with Venture Capital investors about our startups
- Built a pipeline of over \$200k of corporate sponsor dollars (23 corporations) to enhance business model and scale Venture Connects and FUND Conference
- Activated and built relationships with angel and venture capital firms in Chicago
- Demonstrated a strong work ethic and two colleagues replaced my role
- Loved working at Venture Connects but the company was trying to do too much with FUND Conference
- Met a number of people through volunteering on the side and received an opportunity to launch Solve Chicago for economic development

Associate, Venture Connects – Chicago IL

3/2016 – 6/2016

- Acquired 12 startup clients
- Vetted over (looked over pitch decks and listened to) 500 startups 9 months
- Found and worked with a startup to raise \$300k within one month of our pitch event
- Created new marketing language and content to acquire more clients
- Interviewed and created features about OCA Ventures, Hyde Park Ventures, M25 Group, InvestHer Ventures and Tribal Ventures.

Development Director, FUND Conference – Chicago, IL

6/2016 - 10/2016

- Asked to lead sales three months before conference date (9/29 and 9/30)
- Sold \$60k to startups and corporate sponsorships
- Hosted and grew a 1,000+ person conference of startups, investors, corporations, keynote speakers and community

members.

- Acquired 5 corporate sponsors, 99 vetted (traction) startups and 6 keynote speakers

Co-Founder, Chief Executive Officer, WeevU – Chicago, IL

10/2013 - 1/2016

- Launched our first product (a mobile app) on 8/21/2014; Activated 1,000 users by 11/2015
- Managed a team of 12 employees: marketing coordinators, software engineers, designers and interns
- Prospected, built relationships and gained interest in our prototype from MB Financial, Wintrust, First Bank and Trust, Whole Foods, BDO, Urban Partnership Bank, Envy Evanston, and Duxler Auto Care
- Assembled six board members, and kept the board members engaged by hosting bimonthly meetings
- Assembled a sales force and acquired 110 clients
- Set up Zoho CRM
- Initiated social selling tactics to acquire 8 new customers in 2 months
- Offered to merge WeevU with a competitor

Intern Financial Representative, Northwestern Mutual – Chicago, IL

8/2010 - 8/2013

- Acquired a portfolio of eight clients
- Offered a position to be a full-time representative

Educational Preparation

Bachelor of Science in Finance, West Virginia University

8/2009 - 12/2013

Finance GPA: 3.7 ; Overall GPA: 3.5 (Cum Laude)

- Course concentration: Finance, Marketing, Accounting, Business Strategy

Varsity Athletics

- Balanced a heavy workload schedule, while playing division one varsity college soccer (Big East/MAC)
- Big East Academic Athlete
- Played 20-minutes a game, the super sub (was not that good, just tried hard)

Supplemental Skills and Experience

Demonstrates leadership skills

Possesses creative strategy thinking

Holds business and sales acumen

History of academic athletic success

Has strong communication skills

Able to analyze business efficiency

Entrepreneurial spirit

Tireless work ethic

Understanding of public business valuation

Ability to use SCRUM management techniques

Hands on training and development skills

Willingness to wear multiple hats

Plan/lead/organize/control project management

Influence and decision-making experience

Able to make key decisions and launch products

Ability to work with and lead teams

References:

Jessica Powell

Cofounder of Venture Connects and FUND Conference

Reported to @ Venture Connects and FUND Conference

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more available upon request