

# MATTHEW HORNE

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## PROFILE

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An avid entrepreneur and sales professional known for his ability to overachieve and collaborate with internal stakeholders to drive sales revenue. Possesses excellent time management, strategic planning, communication and motivational skills. Born and raised in Canada and also holding Slovenian (EU) citizenship. Matt is recognized for his innovative determination, ability to hustle, and versatility within a team.

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## EDUCATION

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**Masters of Business Economics**, in International Business Strategy, *cum laude* 2011-2012  
*Faculty of Business and Economics, Katholieke Universiteit Leuven, Brussels, Belgium*

- Key Classes: International Business Strategy, Innovation Management, Economic Aspects of the EU
- Thesis Topic: EU-Korea Free Trade Agreement: Automotive Industry Influence

**Bachelor of Commerce**, in General Business Management 2004-2010  
*Sauder School of Business, University of British Columbia, Vancouver, Canada*

- Key Classes: Strategic Management, Real Estate Development, New Enterprise Development

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## WORK EXPERIENCE

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**Clio Practice Management**, Vancouver BC 2014 - Present

### Account Executive

- Prospect new business, managed evaluations and sales cycle for mid-sized legal firms for our SaaS practice management offering
- Leverage internal resources (Business Dev., Marketing, Product, Customer Success) to win opportunities and improve sales processes
- 2014: Highest Conversion Rate, Largest Average Revenue Per Account
- 2015: Top Performing Territory Q1 (120%), Q2 (101%), Q3

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**Clio Practice Management**, Vancouver BC

### Sales Development Representative

2013-2014

- Growing AE pipeline, through outbound hunting and inbound lead qualification
- Top performing territory 6 of 8 months, promoted to Account Executive after 8 months

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**MH Solutions Canada**, Vancouver BC

2002-Present

### Founder

- Established MHSC while in secondary school, to provide web design, hosting and IT services
- Developed skill-sets in the areas of business development, need analysis and solution selling, marketing, account management, and managing technical subcontractors

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**Brian Fixter Political Campaign**, Vancouver BC

2012-2013

### Community Engagement and Social Media Coordinator

- Managed Social Media profiles to maximize online engagement with provincial election constituents. Contributed to campaign strategy, management of digital presence and liaised with traditional media

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**Rancho Management**, Vancouver BC

2007 - 2011

### Assistant Building Operator, Quayside Marina

- In addition to facility maintenance and management, nurtured relationships with high net-worth clients. Increased occupancy rate and overall profitability by developing computer based reservation system, streamlining check-in processes, and designing marketing material

# MATTHEW HORNE

## COMMUNITY INVOLVEMENT

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### **D.O. Housing Society, Vancouver BC**

#### **Director of Finance**

2010 - Present

- Serve on the board for this non-profit society that provides housing to a group of 30 university students
  - Responsible for effectively managing all financial aspects of the Society's operations, including financial planning, and budget development in excess of \$150,000/annum.
  - Directly responsible for the hiring, on-boarding, and performance reviews for our on-site employee
  - Received Frank D. Crane Alumnus of the Year Award
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### **Sigma Chi Fraternity, Vancouver BC**

#### **President**

2008-2009

- Increased organizational cohesiveness by engaging members in developing an inspired vision
- Enhanced long term viability by instituting officer transition program, bylaw revision, and endowment funds
- Improved relationship with campus administration and community organizations by lobbying for the creation of the Community Advisory Committee
- Received John F. Watson Executive of the Year Award

#### **Alumni Ambassador**

2009

- Increased alumni engagement by recruiting and successfully re-engaging members from six major universities in British Columbia, Washington State, and Oregon State

#### **Vice President**

2007-2008

- Increased operational efficiency by organizing executive retreat that focused on leadership development and strategic planning. Chaired weekly executive meetings to ensure organizational goals were achieved
- Enhanced public relations by prioritizing philanthropic involvement, fundraising over \$10,000 for B.C. Children's Hospital. Nominated for the Dan Mathewson Member of the Year Award

#### **Treasurer**

2006-2007

- Developed policies and procedures to enhance fiscal transparency and maximize cost-effectiveness of the \$65,000 annual budget. Nominated for the Dan Mathewson Member of the Year Award

#### **Philanthropy Chair**

2005-2006

- Established the Unicef Halloween Charity Pub Crawl, with the sponsorship of over 40 clubs and restaurants, fundraising over \$6,000 for UNICEF and the BC Children's Hospital
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### **Inter-Fraternity Council, Vancouver BC**

#### **Treasurer**

2008-2009

- Introduced major fiscal reform, resulting in 100% percent collection rate from over 600 constituents
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### **Facing the Challenge Together Conference, Vancouver BC**

#### **Conference Organizer**

2008-2009

- Developed the inaugural conference bringing together 20 students, 5 academics and 20 residents to discuss the introduction of Mandarin Language education in the Lower Mainland
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### **Moving Muscles Ride, Vancouver BC**

#### **Webmaster and Fundraiser**

2008

- Developed website and promoted fundraising through social media raising \$150,000 for MD research
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### **Emerging Leaders of UBC, Vancouver BC**

#### **Vice President Finance and Founding Member**

2007-2008

- Created fiscal policies and procedures with the collaboration of seven other executive members
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**Additional Volunteer Experiences: The Cinderella Project** - Volunteer, **Easter Seals 24 Hour Relay**- Team Captain, **Three Mountain Foundation** - Marketing and Web Design, **Major Canadian Political Party** – Elected as Youth Delegate for the National Leadership Convention.

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## INTERESTS

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Venture Capital, Technology, Social Media, Ice Hockey, Mountain Biking, Car Restoration, Fishing and Yachting.