

MATTHEW BARTLAM

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PROFESSIONAL EXPERIENCE

Endeavor Global

Istanbul, Turkey

A leading niche consulting organization that identifies and invests in emerging market high-impact entrepreneurs

Strategy Consultant

Fall, 2008

- Developed international expansion and go-to-market strategy for medium sized entrepreneurial software company; conducted market trend analysis, assessment of potential international opportunities, competitor business intelligence.

CIVCO Medical Solutions

Chicago, IL

Market leading image guided medical device manufacturer owned by Roper Industries NYSE (ROP).

Director of International Business

February, 2005 – January, 2008

- Increased revenue by an average of 12% per annum by developing and managing; strategic business plans, marketing, sales teams, international product line, product development and operations for a \$17MM international business unit.
- Developed strategic relationships, internationally, with all Original Equipment Manufacturing partners (Siemens, GE, Phillips, Toshiba) in the international market; grew business to \$7MM and developed new OEM products.
- Led international product development team in formulating specific product solutions for Asia-Pacific and Americas, including Voice of the Customer analysis and the creation of specific value propositions to ensure product market fit.
- Strategically managed operations for CIVCO China office in Shanghai growing revenue to \$1.35MM in 2006, overseeing budgeting, sales goals, marketing decisions and large account relationship management.
- Analyzed international distribution network as the M&A project team leader during due diligence of two acquisitions; analyses were utilized as basis for negotiating over 30 successful distribution contracts in partner portfolio.
- Identified potential medical technology acquisition and distribution partnerships within international territories and devised strategic plans, including long term cost/benefit analysis, resulting in three successful European and Asian joint product ventures and 10 new distribution partnerships.

MEDTEC, Inc (acquired by CIVCO in April 2005)

Chicago, IL

Marketing Manager

August, 2004 – February, 2005

- Created strategy, business plan, budget and 3-year sales forecast for expansion of the business in the European market, presented data to board of directors and gained approval for a new European office in France.
- Served as General Manager of European office in France, responsible for the implementation of approved strategic business plan and operations, resulting in \$750K direct sales revenue in the France market during the first fiscal year.

CAPA Ltd

London, England & Boston, MA

Business and Pricing Manager

May, 2001 – August, 2004

- Reversed 8% profit loss in '01 and led company to a 13% profit gain in '03 by managing a team of four to coordinate all client account issues for a leading international educational travel company with offices on four continents.
- Devised and managed all budgets and contracts for over 100 U.S. clients. Advised sales team during RFP process.

Comet Group, PLC

North East, England

Marketing/Sales/Operations

August, 1996 – April, 2000

- Developed strategic regional sales and marketing campaigns for the market leader in the UK electrical retail industry.

EDUCATION

Thunderbird School of Global Management

Glendale, AZ

MBA in Global Management, GPA of 3.8

April, 2009

University of Leeds

Leeds, England

Bachelor of Arts with Honors, Business Management and Psychology, Upper 2:1

May, 2000

ADDITIONAL INFORMATION

Authorized to work in the US and the EU. Languages: Spanish (Intermediate), French (Basic),