

# MATTHEW P. RASBURY

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## PROFESSIONAL SUMMARY

*A Vision-driven change agent with career-long record of sales, business development and management success for leading organizations.*

A Proven talent for aligning business strategy and objectives with established business development and operations management paradigms to achieve maximum operational impacts with minimum resource expenditures. Growth-focused thought leader with over 25 years of experience cultivating productive and successful business connections. Exceptionally dedicated professional with keen interpersonal, communication, and organizational skills, as well as computer science, inventory management, and network expansion expertise.

### CORE COMPETENCIES

- Communication
- Network Expansion
- Computer Science
- Team Player
- Innovation
- Customer Service
- Stock Forecasting
- Market Research
- Leadership
- Pricing Models
- Inventory
- Report Authorship

## PROFESSIONAL EXPERIENCE

AVID OPERATIONS, INC. | FORT WAYNE, IN, 2005 – PRESENT

### **CHIEF EXECUTIVE OFFICER**

- Launched a brand and product line.
- Parent company of Avid IT Solutions, LLC (network infrastructure company), Avid WebWorks, LLC (internet marketing firm), Avid Innovations, LLC (research and development company), and various other sales funnel websites.
- Manage the design and development of marketing plans.
- Utilize Pipedrive for sales.
- Effectively manage teams totaling 100+ employees.
- Oversee executive leadership, company onboarding, and training.
- Increase company visibility by fostering public relations with media, potential business partners, and clients.
- Successfully increased company revenue 10% or more annually.
- Determine strategic direction for the company, including planning online/social media advertisement campaigns.

## EDUCATION AND CREDENTIALS

### BACHELOR OF SCIENCE (B.SC.) IN COMPUTER SCIENCE, 2004

*Purdue University | Fort Wayne, IN; 14 additional certifications in Computer Science*

### ASSOCIATE OF SCIENCE (A.SC.) IN COMPUTER SCIENCE, 1998

*Ivy Tech Community College | Fort Wayne, IN*

*Scholarship for academic percentile, testing in the top 5% nationally*

### HIGH SCHOOL DIPLOMA, 1995

*Bishop Dwenger High School | Fort Wayne, IN*

*Honors classes including Mathematics, Science, and Economics*

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## **PROFESSIONAL AFFILIATIONS**

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- Business Network International.
- Young Leaders of Northeast Indiana.
- Rotary Club.
- Fort Wayne Country Club.
- Fort Wayne Turners Club.
- Masonic Lodge 25.
- Boy Scouts of America.
- United States Tennis Association.

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## **VOLUNTEERISM**

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2023 Fort Wayne Mayoral election campaign

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## **ADDITIONAL INFORMATION**

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**Technical Proficiencies:** Microsoft Windows (all versions), Linux, Word, Excel, PowerPoint, CRM software, Pipedrive, Adobe Photoshop, Android and IOS.

**Interests:** Sailing, skiing, golfing, fishing, photography, literature and tennis.

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## **PROFESSIONAL REFERENCES**

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Jeannie Davidson  
Telaid Industries, Inc.  
m: 860.439.7397

Tom Didier  
Fort Wayne City Council President  
m: 260.466.7070