

# Matt Trent | MBA

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## **ExxonMobil Chemical** | Houston, TX

### **Global Financial Analyst** | Sep 12 – Present

- Built and maintained financial models to forecast margins and earnings based on market and cost projections
- Worked cross culturally with a global team to ensure accurate closing of books on monthly basis
- Communicated energy market conditions to senior management through monthly writings and reports
- Participated in market development activities including value proposition definition and market entry strategy

### **Strategic Marketing Advisor** | Feb 11 – Sep 12

- Lead a cross functional team to develop a company-wide SharePoint based market intelligence platform
- Lead a team of MBA interns to create a company overview marketing campaign for external communication
- Worked with business development to evaluate market potential of a start up company for acquisition
- Forecasted market facing resources for each business to ensure projects were staffed for success
- Studied Chinese economy and potential development scenarios to forecast product demand growth

## **Oak Ridge National Laboratory** | Oak Ridge, TN

### **Technology Transfer Analyst** | Feb 09-May 10

- Evaluated market potential of new technologies in materials science, nanotechnology, sensing, EVs and nuclear energy
- Uncovered marketing best practices through interviews with top university and national laboratory licensing departments
- Re-vamped technology commercialization marketing strategy to focus on partnership with entrepreneurs

## **SensorMED** | Knoxville, TN

### **Marketing & Product Development Consultant** | Aug 09-May 10

- Created go to market strategy for a new medical device based on building relationships with key researchers
- Conceptualized and designed a form factor for a hand held medical device focused on physician experience
- Conducted interviews with hospital representatives to evaluate market potential of a new medical device

## **DeRoyal** | Powell, TN

### **Product Management Intern** | Feb 10-May 10

- Redesigned existing back support products to meet Medicare reimbursement code specifications
- Assessed competitive products in the marketplace to find areas for improvement in existing product line
- Evaluated existing products to find cost savings opportunities through redesign

## **Agile Engineering** | Knoxville, TN

### **Mechanical Engineering Technician** | May 08-Feb 09

- Developed laser cutting operations that decreased labor time and increased material yield
- Created a laser safety and training manual to share my knowledge with other employees
- Maintained production machines used in manufacturing to prevent failure and sustain operations

## **Georgia Institute of Technology** | Atlanta, GA

### **Undergraduate Research Assistant** | Jan 08-May 08

- Worked on a team to develop a fuel injection system for vintage motorcycles
- Conducted market research to determine the feasibility of commercialization

## **University of Tennessee**

- Master of Business Administration, May 10, GPA 4.0/4
- Master of Science in Mechanical Engineering, May 10, GPA 3.9/4

## **Georgia Institute of Technology**

- Bachelor of Science in Mechanical Engineering, May 08, GPA 3.0/4

## **University of North Carolina**

- Kenan-Flagler Business School ExxonMobil Leadership Development Program, Nov 13

## **Awards**

- Polymers Excellence Award, ExxonMobil Chemical 2014
- Global Marketing Excellence Award, ExxonMobil Chemical 2012
- Dale Carnegie Human Relations Course “Most Outstanding Student” Award, Fall 2011
- First place in Innovation at the 2005 Georgia Tech ME 2110 Design Competition
- Engineer-In-Training, state of Georgia. Pre-requisite to the Professional Engineer’s exam
- Outstanding Young Citizen, Kingsport Rotary Club

## **Skills**

SharePoint, Wordpress, MS Office, Visual Basic for Apps, SolidWorks, MATLAB, AutoCAD, Adobe Photoshop, Adobe Illustrator  
Creative Thinking, Problem Solving, Strategy Development, Public Speaking, Market Research, Product Design, Fabrication