

Matthew Signorello

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Matt brings a strong technical background, masters level education, and a proven track record as an entrepreneur and leader within global organizations. His success is anchored in transparency, collaboration and enabling teams to deliver successful results. Beginning with hands-on experience he has grown to lead product management, development, and operations teams. He looks for opportunities which present challenges that allow him to use creative solutions with technology to solve business problems.

Volvo Cars North America LLC., Mahwah, NJ

Nov 2016 – Present

Manufacturer of luxury cars and sport utility vehicles since 1927.

Senior Manager, Connected Car Technology (Americas)

Lead the US based Connected Car team to develop new features and functionality within our Globally built mobile app as well as the technical operations and support teams for all vehicle connected services.

- Established and scaled up a US presence for ongoing Connected Car technical operations, incident, and quality problem support as an extension of global teams across R&D and Digital.
- Built & lead a team full-time & contract developers to bring new functionality inside the Globally distributed Volvo Cars mobile app or vehicle based connected services.
- Aligned the US Digital strategy and maintain relationships with Global counterparts to ensure cross-functional support, collaboration, and on-time delivery of new features and functionality.
- Act act as key technology advisor for the Volvo Cars mobile app by working with local stakeholders to understand value, business requirements, risks, and implementation strategy.
- Planned and managed \$1.5M+ budget in compliance with company standards and practices.
- Developed and maintain rapport with executive leadership to provide a variety of strategic and operational proposals, updates & presentations.

TechBoot LLC, Sparta NJ

May 2011 - Present

Owner of a boutique consulting company which provides traditional IT solutions & new technology advisement. Focusing on telecommunications, blockchain / crypto / NFT's, digital marketing, and turn-key office installations.

- Key partner for leading financial advisor group to onboard new members with office technology.
- Secured relationships with telecom providers enabling a suite of Voice/SMS & Call Center services.

Previous Experience

DataMotion Inc., Florham Park, NJ

April 2013 – Nov 2016

Provider of SaaS or premise-based security and encryption software solutions for email and data transfer. Focusing on industries with strong regulatory compliance (PCI, HIPAA, etc.) or corporate enterprise policy.

Director, Technical Operations and Support

Built and oversaw the implementation, operations, and support team responsible for delivering a high quality of service for premise or SaaS based data encryption customers 24x7x365.

- Developed an operational strategy and recruited a team responsible for the implementation, delivery, and technical support of products for our customers.
- Established our department as a corporate revenue driver by identifying opportunities to extend support abilities through SLA's and professional services, growing profitability by over 20%
- Act as lead sales engineer creating "C-Suite" level RFP's and delivering sales presentations directly to new and existing customers reducing close times by up to 50% and increasing profitability.
- Led the initiative for adopting a SCRUM / Agile way of working between engineering and operations teams to increase quality and speed of features or functionality.

Matthijssen Inc., East Hanover, NJ

August 2010 – April 2013

Managed service provide (MSP) focusing on network and systems design, consulting, and ongoing support.

Technology Account Executive

- Designed and sourced hardware and software solutions for existing and new customers looking to install new or upgrade IT infrastructure while meeting monthly quota.
- Booked new business through custom proposals and presentations directly to customer management and C-Level executives.

ISPBX LLC, Denville, NJ

May 2005 – May 2011

Co-Founded company and cultivated a residual paying client base while overseeing daily operations. Focused on producing Linux (Asterisk PBX) based VoIP telephone systems, provide Voice / Data service, and Information Technology Consultants.

- Hands-On experience in all facets of small business ownership including:
 - Customer onboarding, training, and technical support inquiries.
 - Product guides, manuals, sales marketing materials, and reseller scripts.
 - Vendor management, accounting, and collections
- Long-Term Consulting Engagements: Outsourced IT Helpdesk, Infrastructure Build-Out, Remote Support

Skills & Education

Business Experience: Project Management, SCRUM / Agile, Product Owner, Budget / Financial Management, Public Speaking, Strategy Development, Team Building & People Management, Continuous Development

Technical Experience: PC / Server Hardware, Networking Hardware, Enterprise Data Storage, Cloud Infrastructure (Azure, AWS), Virtualization & Containers, CI/CD & DevOps, Blockchain / Crypto, Linux

Education & Certifications

- **Masters, Business Administration Strategy & Marketing (MBA)** – Villanova University '22
- **Bachelors, Information Systems (IS)** - New Jersey Institute of Technology '08
 - Sigma Pi Fraternity International, Alpha Mu Chapter – '03 – '08
- Project Management Certification, (PMP Prerequisite), County College of Morris, January '17
- Certified Scrum Master (CSM) & Product Owner (CSPO)