



I discovered Matthew when planning our multi-city sales kick-off event. Matthew's presentation and original strategies stood out to me as something that could provide us a real advantage over our competition, and that could be operationalized across our large organization.

From the day we engaged Matthew, I was impressed by his energy and how much work he put into customizing his presentation, as well as understanding our marketplace and the competitive landscape. His delivery in all ten presentations was not only on point and entertaining, but the way he mixed in his personal and client transformation stories left all attendees believing success was possible for them too.

On top of that, during each presentation, Matthew delivered an original, customized story about one of our customers, as if he'd worked for our company for years. He did an excellent job articulating the client's struggles (from a functional and emotional perspective), the implementation, including industry acronyms, and the final outcome. It was a great example of Matthew's ability to identify and add genuine depth to his storytelling – an incredibly valuable technique for my team to walk away with.

If you're looking for an edge in sales, especially in highly technical sales, Matthew is the obvious choice. He will not only have a strong grasp of your industry and client needs, he will articulate the exact reasons prospects should work with you, in a value-packed story your reps can use again and again to clearly stand out from your competition.

CHRIS GANDOLFO,  
SENIOR VICE PRESIDENT AT ORACLE DIGITAL

