

Matthew C. Price

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SUMMARY

- Advanced graduate training in business administration, operations management, and finance
- Seven years in financial services with a deep understanding of global financial market analytics and banking systems
- Revenue Analyst experience

EDUCATION

MBA May 2013
Johnson and Wales University, Providence, RI

Bachelor of Science, Finance May 2007
Providence College, Providence, RI

GRADUATE WORK

- Financial and prospective analysis of Starwood Hotels with strategic consulting recommendations, including disposition of property assets with franchising and licensing contracts and new property development strategies promoting cost-effective expansion into emerging markets to capture revenue potential
- Extensive exploration of corporate sustainability strategies and the impacts on profitability
- Research thesis on the entirety of the hospitality real estate development industry detailing the changes in past and present environments (analyzed the structure, strategy, operations, and comparative strength of Host Hotels & Resorts, the largest hospitality REIT within the industry)
- Market research and valuation case studies and projections for Hard Rock and Ritz Carlton development

EXPERIENCE

Revenue Analyst June - November 2014
Triumph Hotels, New York, NY

- Assisted in recognizing and communicating demand trends, revenue opportunities, and sales and pricing recommendations to property GMs and ownership for seven luxury boutique properties in different development phases
- Monitored and controlled room inventory levels and rates to effectively maximize RevPAR and overall ADR growth
- Analyzed and monitored past and future demand forecasts
- Prepared, designed, and built Excel-based revenue management reports, databases, analytics, and profitability impact reports on a daily, weekly, monthly, and annual basis
- Managed hotel promotional strategies, availability, and distribution
- Trained and supported new analyst hires

Partner/Senior Registered Associate/Consulting Group Analyst January 2011 - June 2014

Morgan Stanley Private Wealth Management, Providence, RI

- Played integral role in creating niche wealth management team focused on Hospitality & Commercial Real Estate business and property owners. Projects included: merging two separate advisory practices, establishing a new targeted business plan, and unifying the team's mission. Resulting team sales growth has exceeded 73% since inception. Position within team grew into partnership role.
- Coordinated across global firm resources to ensure all client investment and business solutions were seamlessly accessed and executed to maintain exceptionally high performance standards and investor confidence. Areas coordinated across:
 - Real Estate Investment Banking (Public & Private Equity, Debt, Underwriting, M&A)
 - Real Estate Lending (Mortgage Origination, Underwriting, Mortgage Trading)
 - Capital Raising (Fixed Income, Equity, Private Placement)
 - Cash/Treasury Management Services
 - Business Lending (loans, lines, syndicated finance, trade finance, commercial mortgages)
 - Personal Financial Planning & Portfolio Management
- Formulated and maintained alternative investment manager recommendations based on statistical performance screenings along with underlying investment process and asset portfolio due diligence for new and existing client investment proposals. Asset classes include:
 - Real Estate Private Equity
 - Mezzanine Debt Private Equity
 - Hedge Funds
 - Fund of Funds
- Led expansion of team banking and lending repertoire, knowledge base, implementation, and productivity
- Created and managed new team projects: client onboarding process, service standards, client communications, investor meeting materials, marketing communications
- Coordinated team portfolio management performance analytics and support
- Managed and cultivated new and existing client relationships

Registered Associate/Consulting Group Analyst

August 2007 - January 2011

Morgan Stanley Smith Barney, New York, NY

- Office-wide resource for sales support and operations training, best practices, and technical expertise
- Managed and streamlined team's new client onboarding process including: standard pricing and service levels, solutions "tool kit," client review and meeting process, paperwork checklists, product offering brochure library, and frequent communications
- Efficiently and proactively resolved ad hoc requests from ultra-high net worth individual and institutional clients
- Oversaw all account and compliance maintenance items including: financial profiles, Patriot Act identity verification, interested party access, proxy waivers, share voting, international and domestic tax status, statement and tax reporting reconciliation
- Led new account initiative in top performing branch and office in the firm as branch coordinator for Citigold Smith Barney premium brokerage linked checking and debit card benefits and services
- Regularly prepared and designed investment performance review presentations (monthly, quarterly and annually)
- Continually maintained "best in class" investment manager product list and opinions