

# Matt Elgersma

Chamita NM

## **Entrepreneur - Problem Solver - Project Management Professional**

Adaptive, quick on the uptake, exceptional communicator with the ability to collaborate, coalition build and resolve conflict. Able to effectively negotiate, excellent client needs assessment and able to provide tactical business solutions. Self-disciplined, time management, contagiously competitive and always able to maintain a sense of humor under pressure.

### **PROFESSIONAL EXPERIENCE**

#### **CFO/Las Clinicas del Norte, Inc. 10/2023 – Current**

- Maintain the financial integrity of multi-site (8) health care and dental provider group.
  - Lead Finance Department and organization; increased finance department revenue by \$468,000/year, cut department operating costs by 19%.
  - Provide leadership to and develop staff, optimize financial health of the organization.
  - Spearhead annual audit, protect corporate assets, comply with all federal, state and local requirements.
  - Represent Las Clinicas del Norte, Inc. to the community, network, advise the Finance Committee and the Board of Directors.

#### **CEO/Integrity Auto LC 11/2010 – 12/2021**

- Started independent auto dealership with 7 vehicles, grew to 62 units and >\$1M in revenue!
  - Consistently grew sales 40% every year through active marketing and referrals.
  - Wore every hat including purchasing inventory, reconditioning and repairs, marketing and customer acquisition, qualify buyers by selling the loan or in house financing, dealing with all customer complaints, selling service and repairs.

#### **CEO/Matt Elgersma & Associates Consulting LLC 9/2010 – 11/2015**

- Through network referrals I assisted in business planning, valuation, financing, increasing revenues and margins as well as reducing total cost of operations for businesses and nonprofits.
  - Completed over 75 projects with consultative management approach.
  - Evaluated programs, provided objective valuation of projects and businesses for sale, assisted with securing funding from \$50k-\$1M.
  - Produced deliverables on time and on budget to exceed client expectations.

#### **Account Executive/Honeywell International, Inc. 6/2010 – 9/2011**

- Maintained and developed multimillion dollar client portfolio in large owner-occupied facilities focused on energy conservation measures and operating cost management.
  - Clients included municipalities, hospitals, school districts, nonprofits, and privately owned facilities.
  - Projects included installation and maintenance agreements for access control, solar projects, lighting, large scale HVAC, building envelope, large scale surveillance systems, new construction and retrofit of existing facilities.
  - Reduced total cost of ownership, provided financing options for projects, and reduced overall negative environmental impact of facilities.

**Business Research-Outreach Coordinator/ NMSU Arrowhead Center for Economic Development** 6/2007 – 6/2010

- Program management and development including 3-year, \$1 million SBA grant initiating the Entrepreneurship Institute including grant documentation and reporting.
  - Completed approximately 75 unique business projects including program evaluation, new business planning, existing business optimization, marketing plans and much more.
  - As project manager I was responsible for leading diverse teams of graduate students including many international graduate and PhD students.
  - The Entrepreneurship Institute at Arrowhead Center included an entrepreneur workbook, business simulation software procurement and utilization for projects, and creating the entrepreneurship library.

**Procurement Management Internship/TMC Design Corp.** 10/2006 – 6/2007

- Negotiated purchases of materials and services necessary for product and service delivery on time and budget, keeping total cost of ownership in the forefront.
  - Drastically reduced shipping costs by 50% through actively managing project progress and eliminating “red” (overnight) procurements and shipping demands
  - Granted secret clearance by DoD for sensitive projects related to communications.

**Vice President and Owner/Playhard Off Road & Accessories, Inc.** 6/2003 – 1/2006

- Acquired existing auto accessory installation business with inventory and equipment.
  - Achieved profitability in 18 months of opening.
  - Secured new clients including Forest Service, several new car dealerships, surveying companies and more.

**Vice President & Owner/ Playhard Transport, Inc** 5/2000 – 1/2006

- Initiated nationwide vehicle transportation company offering door to door logistics
  - Served as point of contact available 24/7 to clients and drivers
  - Responsibilities included routing, schedule management, claim management, driver training, pricing, accounts payable and receivable, new equipment acquisition and financing.
  - Consistently grew company and fleet from 1 truck to 8 increasing revenues to \$3M.

**EDUCATION**

**Honors Master of Business Administration (MBA).** NMSU 4.0 Cumulative GPA.

**Bachelor of Business Administration, High Honors.** NMSU 3.9/4.0 Cumulative GPA.

**CERTIFICATIONS AND ACTIVITIES**

- PMI member and recently expired PMP certification
- Certified NxLevel Entrepreneurship Training instructor
- Crimson Scholar, National Dean’s List
- Outstanding Senior Award from NMSU College of Business Spring
- Active lifestyle enjoying most any outdoor activity or personal growth opportunity

**MANAGEMENT STYLE**

**Jung Typology** – Extroverted iNtuitive Thinking Judging (ENTJ) – “The Executive”

**Clifton Strengths Finder** – Command, Ideation, Competition, Achiever, Self-Assurance (2009)

Command, Competition, Achiever, Learner, Activator (2011)

## **Matt Elgersma, MBA**

████████ Chamita NM ██████████ ██████████

---

To Whom It May Concern:

I am a registered Independent. My over 20 years of experience is varied and includes the institutional nonprofit world, Account Executive at a Fortune 50 company and many entrepreneurial endeavors. During undergraduate studies I was employed at a DoD contractor and obtained secret clearance to manage procurement and reduce overall cost of projects. As an Account Executive I was responsible to maintain and grow a multimillion-dollar portfolio of business through effective communication, coalition building and top notch customer service. I have started, grown and successfully exited many businesses including in the transportation, retail, and service industries.

The skills I have gained and honed over the years include project management, financial planning and analysis, ongoing budget management, capital outlay for new projects, risk assessment, performance management, and achieving long term goals. I have an aptitude for communication, identifying areas of improvement, problem solving, negotiations, formulating unique solutions, implementing, and executing those tactical solutions as well as managing performance against expectations.

Over the years I have led diverse teams of individuals and worked with a variety of team members as peers and as a supervisor. My communication skills range from interacting with front line employees to the executive suite and beyond. I acquired and maintained a PMP certification for over a decade broadening my knowledge of project management by managing schedule, budget, performance, and deliverable expectations only recently expiring.

Along with personal experience, an MBA, and high level of personal motivation, I am ready to grow and learn new processes and I truly value challenging myself by rising to the occasion and exceeding expectations. I currently live on a small farm in Chamita, NM and am looking forward to succeeding in the next professional opportunity that I may be a good fit for.

Thank you for your time and consideration,

Matt Elgersma