

# Matthew Morris

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## SUMMARY

Top-performing D2D sales rep with 1 year in residential fiber sales. Led a 5-person team, consistently ranked top performer, and pioneered innovative prospecting techniques that increased conversions. 10 years as a senior software developer means I can sell technical products to technical buyers; I understand their problems and speak their language. Looking for SDR opportunities.

## SALES EXPERIENCE

### **Sales Rep & Team Manager, Chipr Home Solutions — Feb 2024 - Jan 2025**

- Led top-performing 5-person sales team across VA & NC.
- Personally ranked top D2D seller in the region; consistently exceeded quotas

### **Self-Employed, Corteo Digital Studio — 2022 - Present**

- Sold website design and hosting to local businesses via cold calling and D2D
- Closed contracts at \$3000 upfront + \$50/month recurring
- Handled full sales cycle: prospecting, pitching, closing, onboarding

## TECHNICAL BACKGROUND

### **Senior Software Developer — 10 Years Experience**

- Built Pala CMS - open-source CMS, 2x #1 on Hacker News, 2300+ GitHub stars
- Contributed to Supabase authentication codebase (Go)
- Contributed to Expensify mobile app (React Native)
- Founded Cairo Codes—free coding bootcamp for 25 adult refugees in Cairo, Egypt

## EDUCATION

Virginia Tech — B.A. Economics, 2016

## SKILLS

Cold Calling · D2D Sales · Objection Handling · Consultative Selling · Technical Sales · Lead Qualification · CRM Tools · B2B & B2C Sales