Matthew Hanley

Schaumburg, Illinois, United States ✉ mhanl3@uic.edu ☎ 6303738223 in/matthewjhanley www.MatthewHanley.io/

SUMMARY

Strategy and operations leader with three years of progressive, enterprise wide ownership driving measurable business outcomes as the primary analytical resource for executive leadership at a $15M manufacturer. Personally accountable for $175K+ in quantified business impact through cross-functional program management, financial modeling, competitive intelligence, and process automation. Architect of the financial systems, reporting infrastructure, and strategic analyses that leadership relies on to make capital allocation, product, and sourcing decisions.

EXPERIENCE

Strategy & Operations Analyst

TriTeq Lock and Security   October 2022 – Present

· Function as the central strategic resource for executive leadership, driving a 98% implementation rate on high-stakes recommendations affecting $1M+ in annual spend across product strategy, sourcing decisions, and capital allocation.
· Spearheaded competitive intelligence program spanning 10+ market participants, geo-mapping 10K+ competitor accounts and delivering executive level strategic assessments that directly shaped $100K+ in investment decisions, defined R&D roadmap, and uncovered go-to-market expansion opportunities across adjacent segments.
· Led end to end product redesign initiative affecting 80K+ annual units, personally coordinating cross-functional execution across engineering, manufacturing, and firmware teams using scrum methodology to deliver $60K in recurring annual savings and a 23% battery life improvement.
· Built and own the company's executive reporting infrastructure, including KPI dashboards in Excel and Power BI integrating finance, procurement, and production metrics that leadership depends on for quarterly business reviews, reducing reporting cycles by 83%.
· Led technical investigation and managed developer resources to resolve critical compliance defect affecting 60% of customer installations, preventing a $500K+ hardware redesign by compressing a projected 6 month timeline into 2 weeks.
· Own end to end delivery of the Bluetooth and RFID product division, spanning hardware builds, firmware validation, quality assurance, customer integrations, and firmware/web/app rollout across all connected products.
· Drove $175K+ in cumulative, verified cost savings through firmware rework, component redesigns, BOM optimization, supplier renegotiations, and tariff reclassification, delivering $57K in direct savings in 2025 alone.
· Manage the full $1M+ procurement portfolio end to end, owning supplier strategy and spend allocation to reduce cost variance by 16%.
· Drive cross-functional alignment across software, firmware, mechanical, and electrical teams, leading root cause investigations on customer-impacting defects and translating technical constraints into actionable business priorities to accelerate product delivery.

EDUCATION

Master of Science, Financial Technology & Analytics

Wake Forest University · NC · 2024 · 3.94/4.0
· Advanced Coursework: Product Analytics, Data Analysis, Cost Modeling, Statistical Methods, Predictive Modeling

Bachelor of Science, Finance

University of Illinois · Chicago · 2022

ANALYTICAL PROJECTS

· **Strategic Acquisition Analysis** | Developed integrated 3 statement financial model evaluating acquisition scenarios across 5 revenue cases and margin sensitivities, conducting DCF valuation and sensitivity analysis.
· **P&L Scenario Modeling & Sensitivity Analysis** | Built assumptions driven P&L model enabling dynamic customer/SKU selection with adjustable volume, discount, and rebate inputs, including waterfall analysis decomposing market profit vs. desk capture rate.
· **Procurement Automation System** | Architected end-to-end automated shortage analysis using Google Apps Script to cross reference real time inventory across 40+ BOMs, evaluate alternative suppliers, and generate ready-to-execute procurement lists, eliminating a 2-4 hour manual bottleneck and enabling same day purchasing decisions.
· **Automated Inventory Valuation Pipeline** | Engineered Python based system integrating 46+ costed BOMs with live inventory data, compressing a 3-day manual reconciliation process into 10 minutes and establishing real time financial visibility for $1M+ portfolio decisions.

TECHNICAL SKILLS

Strategic Planning, Financial Modeling, FP&A, Competitive Intelligence, Cross Functional Program Management, Scenario Analysis, Cost Optimization, Market Research, Business Case Development, Risk Assessment, Data Driven Decision Support | Excel (Advanced), Python, SQL, Power BI, Tableau, Google Apps Script, AI/LLM Tools, ERP Systems, Salesforce, Workday Adaptive