**[Business Development Information Technology](https://www.postjobfree.com/resume/adzk5n/business-development-queens-ny-11362)**

**Location:**Queens, NY, 11362

**Posted:**September 09, 2023

**Contact Info:**

executivesolve@gmail.com

917-293-7814

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**Resume:**

Contact

ExecutiveSolve@gmail.com

917 293 7814 (Mobile)

mateo@rmci.net

www.linkedin.com/in/

matthewrobertwalsh (LinkedIn)

twitter.com/citizenmateo (Portfolio)

soundcloud.com/citizenmateo/

golden-pretty-unedited (Personal)

Top Skills

Analytical Skills

Community Engagement

High Energy Level

Languages

English (Native or Bilingual)

Espanol (Professional Working)

Portuguese (Limited Working)

Matthew Walsh

Information Technology & Business Development Communications Specialist w/ decades of experience achieving success meeting & exceeding targets in highly competitive product market categories Queens, New York, United States

Summary

Exceptionally Talented, Artist / Musician & Information Technology Communications Professional with decades of experience serving multiple industries in both the private & public sectors, currently seeking a life changing creative opportunity with the right partners in an open discussion for the right offer for my services. Thank you, to all those who helped get me where I am today and, I also wish for EVERY ONE, AllTogetherNow, a Blessed Life, whom ever you might be and where ever you may roam. OM SHANTI OM Experience

Freelance Consultant, Development & Business Planning Business Information Technology Sales & Relationship Specialist March 2021 - Present (2 years 5 months)

New York City Metropolitan Area

Providing Exceptional Information Technology Solutions, Business & Political Consulting, Media Relations, Sales & Marketing Services for both the Private & Public Sector for close to 30 years

Fatima Baryab Primary Campaign for New York City Council District 25 Queens

Director of Strategic Communications & Community Relations June 2023 - July 2023 (2 months)

New York City Metropolitan Area

Media & Public Relations Field Campaign Strategist Democratic Gubernatorial Primary Candidate Agha Muhammad Saleh

Community Relations Specialist / Public Relations

March 2021 - April 2022 (1 year 2 months)

Queens, NYC

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I represented both Dr. Agha Muhammad Saleh & the People of Queens in Meeting with Community leadership in the weeks leading up to the NYS Democratic Gubernatorial Primary Ballot Deadline, providing important leadership and credibility in meetings with local Muslim Community Leaders in both Jackson Heights & Jamaica, Queens, which culminated in achieving the numbers needed in two weeks time to get my candidate on the ballot to compete in the Powerful Democratic NYS Primary Election for Chief Executive of New York (Governor). We call that a BIG WIN, where I come from Fatima Baryab for New York City Council Campaign

Media Public Relations Specialist

March 2021 - June 2021 (4 months)

Queens County, New York, United States

Primarily in Volunteer Role I got to know Fatima and Her Family and offered my support for her candidacy for a seat on the City Council representing both Jackson Heights & Elmhurst. A place I spent a lot a my childhood in as my Family is originally from there since the 1940's.

Mike's Tech Shop

Small Business Development Specialist

February 2019 - February 2021 (2 years 1 month)

New York City Metropolitan Area

Developing MTS in house SMB customer base, along with bringing in my own book of 20+ yrs of SMB/Corp/Enterprise Business Relationships in order to help Mike grow his Business beyond their comfort zone to scale up towards the model I was party to inventing at Tekserve until it's untimely close in 2016 T-2 Computing Inc aka Tekserve Enterprise

Information Technology Enterprise Executive Sales Specialist December 2016 - February 2018 (1 year 3 months)

Managed Multiple Industry Vertical Client Accounts with a focus on Content Creators in the Media & Entertainment Space. Led the company in Double Digit Margins which led the CFO & Purchasing Team to begin referring to me as the 'Margin King' of our dozen plus team of Enterprise Sales Exec Reps Tekserve

Sales Business Development Executive

February 1999 - November 2016 (17 years 10 months) New York, New York, United States

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We pioneered macintosh user base break fix repair services, along with both B2B & Retail Technology Solution Sales at Tekserve on 23rd Street in NYC, evolving into a world class enterprise sales & managed services organization that delivered the best in class to virtually every global fortune 500 company with a presence here in NYC & all over the world. We frequently shared best practices repair info with Apple when we found a fix that was an improvement over their Service Source Manual's guidelines, as well as pioneering a one of kind retail experience for Apple products at our 23rd Street Location .Steve Jobs was also spotted at the shop on more than one occasion in the run up to the launch of the first Apple Retail location in North America, along with nearly all of Apple's Senior Global Sales & Service VP’s, who also payed us visits on a regular basis

Over the last 20 years, I am deeply proud to have helped many, many artists and storytellers in New York City achieve major milestones and accolades in their careers, including winning Oscars, Grammys and Emmys. These creative people came to Tekserve for the kind of help that they just couldn't find anywhere else, I am glad to have been a resource for them. Cambridge Design Corporation

Sales And Marketing Specialist

December 1987 - January 1998 (10 years 2 months)

Manhasset, NY 11030

Family Run Boutique Advertising & Marketing / PR Shop catering to a discriminating niche market clientele based in the Metropolitan NYC Area with partnerships that span the Globe, in the pre-information revolution global marketplace of business communication that preceded the advent of the Information Age's Internet Market Evolution which we all now find ourselves fully immersed in, for better or, worse.

Relevant Professional Experience & diversified Business and Communication Public Relations Skills acquired, developed, and deployed, accordingly. Education

Universidad de Salamanca

Spanish and Latin Accreditation · (1982 - 1982)

Northeastern University

· (1985 - 1986)

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