

MATTHEW J. RYBICKI

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EDUCATION

W.P. Carey School of Business, Arizona State University — Tempe, AZ *Expected May 2027*
B.S. Marketing (Professional Sales) | B.S. Finance | GPA: 3.63 | Dean's List (4 semesters)
Completed: Managerial Finance (capital budgeting, cost of capital, TVM, capital structure, financial forecasting)
Upcoming: Investments, Corporate Finance, Credit Analysis, Financial Cases & Modeling

COMPETITIONS

Sun Devil Sales Pitch Competition — W.P. Carey, ASU (Samsara), Tempe, AZ *Jan 2026*
– Competed in a live sales pitch competition representing Samsara; evaluated by industry professionals on presentation and value proposition delivery

MTSU National Tech Sales Competition — Middle Tennessee State University, Murfreesboro, TN *Apr 2026*
– Selected by W.P. Carey faculty to represent ASU at a national collegiate tech sales competition against top university sales programs

J&J University Case Competition — Johnson & Johnson, ASU Campus *Apr 2026*
– Placed 2nd of 8 teams; collaborated with a team of 7 to analyze a real business case for Johnson & Johnson (Fortune 50 healthcare), presenting qualitative and financial analysis to a panel of J&J executives

HONORS & LEADERSHIP

Sales Scholar — W.P. Carey Professional Sales Program, ASU, Tempe, AZ *Mar 2026 – Present*
– Competitively selected as one of 24 Sales Scholars; participating in executive mentorship and national competition track beginning Fall 2026

Honor Board Member — Delta Tau Delta, Arizona State University, Tempe, AZ *Nov 2023 – Nov 2024*
– Reviewed conduct cases and upheld organizational accountability in a structured, quasi-judicial process
– Coordinated case proceedings with chapter leadership and applied national fraternity bylaws to recommend sanctions

WORK EXPERIENCE

REALTOR® — Keller Williams Arizona Realty, Scottsdale, AZ *Sep 2024 – Present*
– Closed 8 transactions totaling ~\$881K across residential and land deals; independently manages full transaction lifecycle from prospecting through closing
– Built and deployed a regression model for comparative market analysis; conducts pricing strategy using MLS data to advise clients on fair market value
– Coordinates due diligence and closing processes end-to-end across lenders, escrow officers, title companies, inspectors, and counterpart agents

Founder & Principal — By Rybicki Media, LLC, Scottsdale, AZ *Oct 2025 – Mar 2026*
– Founded a real estate media company serving Scottsdale agents and homeowners; managed client acquisition, pricing, contracts, and delivery for listings up to \$1.2M+
– Produced property photography and drone footage for MLS listings; coordinated shoot logistics, post-production, and final deliverables to client deadlines

New Car Salesperson — Van Chevrolet Buick GMC, Scottsdale, AZ *Dec 2023 – Sep 2024*
– Ranked among top performers during peak month, contributing \$40K+ in revenue; closed one of the dealership's highest-grossing single deals at \$22K in dealer gross profit
– Qualified buyers on budget and financing, structured deals around payment sensitivity, and negotiated terms to maximize close rate

Team Leader — Chick-fil-A, Scottsdale, AZ *May 2021 – Aug 2023*
– Led teams of 6–10 in high-volume environment; promoted from Team Member to Team Leader across a 2-year tenure
– Trained new team members on operational standards and resolved guest concerns during peak service windows

AFFILIATIONS & LICENSES

Arizona Real Estate Salesperson License — Active since Sep 2024 | **FAA Part 107 Remote Pilot Certificate** — Active
ProSales Gold Member, ASU • Financial Management Association, ASU • Real Estate Club, ASU • National Association of REALTORS®

SKILLS

Sales: Negotiation & Deal Structuring, Client Advisory, Prospecting & Lead Generation, Objection Handling, CRM Systems, Business Development

Analytical: Advanced Excel, Regression Analysis, Comparative Market Analysis, Market Research & Valuation, Pricing Strategy

Real Estate: MLS Research, Contract Negotiation, Transaction Coordination, Due Diligence, Residential & Land Transactions