

Matthew D. Sambor

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SUMMARY

Product manager with hands-on experience owning the full product lifecycle — discovery, roadmap, execution, and GTM — at an early-stage EdTech company. Scaled a B2C/B2B product from a pilot to 400+ schools globally. Cross-functional background spanning investment analysis, data-driven research, and stakeholder communication, with strong instincts for user needs, market positioning, and product-led growth. Comfortable operating at the intersection of strategy and execution in fast-moving, resource-constrained environments.

CORE COMPETENCIES

Product Strategy & Roadmapping | User Research & Discovery | Cross-Functional Collaboration | Go-to-Market Execution | Data Analysis & KPI Tracking | PRD & Requirements Writing | Pricing Strategy | AI-Assisted Prototyping | Stakeholder Communication | Market Research

PROFESSIONAL EXPERIENCE

TideMill Group | New York, NY | *November 2020 – Present*

Product Manager — August 2023 - Present

- Scaled our economics simulation game, *Beat the Fed*, 28x (from 14 to 400+ schools globally) in the past 18 months by owning the end-to-end product roadmap and GTM strategy
- Accelerated engineering velocity by 70% for critical bug fixes (reducing resolution time from 1 month to < 1 week) and shortened feature lead time by 50% through AI-assisted prototyping and streamlined PRD documentation
- Increased signup conversion rate from 10% to 31% by implementing self-service onboarding guides and video tutorials, reducing manual support overhead by 5 hours/week
- Executed the end-to-end Steam launch, coordinating marketing, PR, and community management to maximize user sentiment
- Synthesized insights from educator interviews and engagement data to drive roadmap prioritization, serving as the primary voice of the customer to align product evolution with market need
- Built investor and fundraising materials, communicating product vision, traction, and growth strategy to external stakeholders

Research Analyst / Consultant — November 2020 - September 2022

- Conducted market research on the EdTech industry and presented findings to the Executive Committee
- Performed economic research focused on historic US data to contribute unique ideas for inclusion in *The Great Deleverage Series*

Schroders Investment Management | New York, NY | *September 2022 – July 2023*

Investment Graduate Trainee — Rotational Program (*U.S. Small & Mid Cap Equities; Schroders Solutions*)

- Engineered a custom analytics framework for a \$10B+ global client portfolio, automating sustainability research to reduce reporting turnaround by 98% (from 2.5 hours to 3 minutes) while surfacing previously overlooked ESG insights for high-stakes client reporting
- Analyzed \$6B+ in equity portfolios using FactSet and Excel, translating complex financial data into clear, actionable insights
- Supported & coordinated with team members in the launch of an innovative public equity impact fund
- Optimized internal RFP database, reducing informational retrieval time by 90% (from 30+ min to near instant) for distribution teams

Kith Climate | Remote | *June 2021 – August 2021*

Sustainability Analyst / Intern

- Completed an eight-week training program in sustainability evaluation including publication of 5 sustainable product reviews
- Formulated and executed a new way to rate the sustainability of colleges in a small team environment

EDUCATION & CERTIFICATIONS

Connecticut College | New London, CT | *May 2022*

Bachelor of Arts, Economics | Minor in Finance | *Magna Cum Laude*, Distinction in major | GPA: 3.86 / 4.00

Honors: Dean's High Honors (5x) | NESAC all-Scholastic team | Elected Student Senator

Certifications: CFA Level I Passed (CFAI) | Google AI Professional Certificate | Sustainability Analyst (Voiz)

LEADERSHIP

Connecticut College Men's Varsity Track & Field | New London, CT | *August 2018 – May 2022*

Team Captain

- Elected to lead a 42-member team to a successful competitive postseason and four-year high team GPA
- Developed strong time management skills balancing 30+ hours of weekly practice alongside academic and extracurricular commitments

SKILLS & INTERESTS

Technical Skills: Figma, Microsoft Office Suite (Excel, PowerPoint, Word), AI Tools (ChatGPT, Gemini, Claude), SQL, Asana

Interests: Golf, Travel, Video Games, Fantasy Football, Chess, Formula One, *Lincoln Lawyer*, Community Service, Photography