

# MICHAL ULMAN

**B.A.Sc. Systems Design Engineering**  
Minor: Corporate Entrepreneurship

**CONTACT:** 

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## SKILLS:

### Technical Sales:

- Experience with consultative selling, being a challenger, asking questions.
- Ability to convey technological solutions in non-technical way.
- Experience with selling technical solutions as value to a customer's business

### Project Management:

- Organizational and time management skills developed from orchestrating critical projects simultaneously.
- Can independently simplify problems and communicate with key people to solve issues.
- Quick to learn and work under uncertainty.

### Development:

- Java, C++, SQL, PHP, HTML, CSS, Javascript, Azure
- Excel macros, Power BI, Power Pivot

### Design:

- Photoshop, InDesign, AutoDesk Maya, After Effects.
- Mechanical design of tools for personal projects (stippling pen).

### Personal:

- Curious mind always willing to learn something new.
- Excellent interpersonal, communication, and presentation skills.

## ACHIEVEMENTS:



- Started two companies before the age of 20
- Featured in University of Waterloo Admissions booklet for starting company uIntuition Inc.
- Recipient of President's Scholarship of Distinction
- Recipient of Norman Esch Award
- Academically ranked in top 10% of class

## EXPERIENCE:

### Associate Partner Sales Executive

5/2016 - 8/2016

Microsoft Canada - Cloud + Enterprise

- Optimized and automated tracking funded partner deals, recovering untracked revenue. Impact: drove Canadian subsidiary into green on global funded partner scorecard.
- Developed solution offer for targeted companies with little digital presence. Impact: partnership with Enterprise Toronto giving access to 30K+ new opportunities across small/med business sector.
- Developed automated tools, reports, propensity models, and scorecards for gaining more insights into the partner business. Impact: decreased report generation time by several hours weekly.

### Associate Product Marketing Manager

9/2015 - 12/2015

Microsoft Canada - Cloud + Enterprise

- Developed Red Hat funded offer for targeted companies to cover their costs of migration onto Azure. Impact: projected ROI of 10:1.
- Orchestrated nation-wide "Cloud Days" tour, developing content, coordinating speakers, sponsors, and MS partners. Impact: 94% attendee satisfaction rate.
- Singlehandedly drove process optimization for increasing Azure activations on MSDN subscriptions. Impact: 704% MTD increase in # of monthly subscriptions.

### CTO, Co-founder

2/2013 - 12/2014

Uintuition Inc.

- Built a platform for connecting small/medium enterprise customers with ridiculously talented students full of bold and fresh ideas. Focus: graphic design, web design, motion graphics, photography.
- Engaged with consultative selling of solutions to small/medium enterprises to bring business into digital space. Sales backed by creating ROI analysis and guiding customers.
- Featured in UWaterloo admissions booklet, Globe and Mail, Arlene Dickinson's YouInc, 3 times on CTV News. Member of Accelerator Centre.

### Project Coordinator

4/2014 - 4/2015

BPI Consultants Corp.

- Coordinated construction, leasing, and marketing for a 1.3 million square foot office and restaurant complex owned by HOOPP.
- Performed invoice data analysis reconciling \$1.2M of unallocated costs.
- Independently coordinated solutions to issues between construction company, subcontractors, and consultants, resulting in faster resolution.



## INTERESTS:

- Playing the pipe organ
- Mechanical watches
- Auto detailing

- Manufacturing car parts and gadgets
- Making and flying scale model planes
- Special effects and video editing