

# Matt Wolfman

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## Education

**Stanford** – Graduate School of Business  
*MBA Candidate, GMAT 770*

Stanford, CA  
**Class of 2026**

- Courses: Investment Management, Corporate Financial Modeling, Accelerated Finance, Accelerated Accounting
- Activities: Pickleball Club (Officer), Finance & Investment Club, Jewish Business Students Assoc., Skiing, Hiking

**University of Pennsylvania** – Engineering and Applied Science  
*Master of Science in Engineering, Robotics*

Philadelphia, PA  
**Class of 2020**

- Won the **Outstanding Service Award** | Coursework in Applied AI and Semiconductors

*Bachelor of Science in Engineering, Electrical Engineering*

**Class of 2019**

- **GPA: 3.90/4.00**; Awards: Summa Cum Laude | Tau Beta Pi | Senior Design Award | Dean's List 2015-2019

## Work Experience

**Viking Global Investors** – Public Equity Investment Intern

New York, NY

*Fundamental analysis of public equities at a \$50bn global investment firm founded in 1999*

**Summer 2025**

- Developed and presented differentiated investment theses on the Industrial Real Estate market (\$PLD, \$REXR, \$EGP, \$STAG, \$TRNO, \$FR) and Duolingo (\$DUOL) for the Financials and TMT teams
- Validated thesis points with proprietary analyses: multiple-regression supply/demand/rent model, real estate developer proforma, TAM saturation Markov model, product-level churn, social media/user growth benchmarking
- Built comprehensive financial models including: linked 3 statements with projections, perspective on valuation across methodologies (NAV, FFO Multiples, Dividend Yield, NOI/Cap Rate), scenario and sensitivity returns analysis
- Led calls and cultivated relationships with sell-side analysts, and tracked consensus from their reports and models
- Represented Viking by meeting with \$DUOL management and leading \$DUOL and \$PLD post-earnings IR calls
- Generated insights from expert calls, alt. data (CoStar, Yipit, MScience, SensorTower), and macroeconomic data sets
- Leveraged Bloomberg, VisibleAlpha, BamSEC, AlphaSense, and FRED API for research and financial modeling

**UP.Partners** – Senior Associate

New York, NY

*\$230mm venture capital fund investing in next-generation mobility*

**2022-2024**

- **Promoted to Senior Associate** in 2023 for performing above expectations across all role responsibilities
- Sourced and screened over 1,700 companies, ran deep diligence on over 50, and closed 11 deals into de novo and follow on investments ranging from pre-Seed through Series C
- Conducted diligence activities including meeting and negotiating with founders, digging into data rooms, leading customer calls, building financial models, visiting sites, authoring memos, and driving partnership alignment
- Proposed creative deal structures by modeling liquidation preferences, conversion triggers, and warrants
- Developed proforma cap table analysis, resulting in blocking a new investor from controlling an additional board seat
- Drove portfolio value creation initiatives with founders including strategy, pitch deck, and financial model support
- Participated in board meetings for several portfolio companies – Repowr, Voyant, and Point One (unofficial observer)
- Represented UP.Partners at conferences, hosted dinner and happy hour events with mobility founders and investors in NYC and Tel Aviv, authored quarterly LP newsletter with fund financials
- Co-authored thought leadership incl. Future Mobility Report for the State of Arkansas and the Moving World Report

**Bain & Company** – Associate Consultant

San Francisco, CA / New York, NY

*Global consulting firm; Primarily worked on PE diligence and portco value creation cases*

**2019-2022**

- **Achieved top bucket ranking** (“Frequently Exceeds,” ~10% of associates)
- Supported 9 live transactions within tech and healthcare in the Private Equity Group for Buyout and Growth clients
- Conducted primary research, developed TAM/SAM/SOM models, analyzed data sets and equity analyst research
- Owned workstreams for two PE portfolio value creation projects – GTM strategy, customer segmentation, and sales enablement for a ~\$150M ARR vertical SaaS, and detailed market sizing to support a ~\$100M ARR fintech’s IPO
- Ran headcount reduction workstream for a F100 CPG and a post-merger tech integration strategy for a leading bank
- Assisted a F50 semiconductor client with operations cost-cutting, competitor benchmarking, and scoping a 500+ FTE AI/ML division as part of 2019 internship in San Francisco office

**Microsoft** – Electrical Engineering Intern

Redmond, WA, **Summer 2018**

**J.P. Morgan** – Investment Banking Summer Analyst

San Francisco, CA, **Summer 2017**

## Interests

Exploring (25 National Parks, 33 countries) | History (military, natural) | Craft Beer (700+ unique tracked) | Boston Sports