

MAT INKLEY

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LINKEDIN: MAT-INKLEY

PROFESSIONAL ACCOMPLISHMENTS

- Standard Examiner's Top of Utah "Best of the Best" photo retail outlet three years for best customer experience
- Board of Directors for IPI (Independent Photo Imagers)
- Association President, Board of Directors for Historic 25th Street Association
- IPI Member of the Year in 2011
- Panelist and Thought Leader at the PMA @ CES "Young Guns" general session 2012 & 2013
- Promaster member of the year 2011
- Photo Industry Reporter's National Photofinisher of the Year, 2012

PROFILE

Strategic, well-connected entrepreneur with 15+ years experience in operations management, corporate strategy, business development, alliance management, and finance. A results-oriented executive with a strong background in wholesale and retail imaging management, having grown operations to over \$18M in 18 months. Recognized for collaborative leadership style, proactive approach, and keen ability to effectively translate complex operational concepts into tangible action plans. A proven leader with a strong executive presence, capable of blending big-picture viewpoints with tactical considerations to inspire, build trust, and achieve record growth.

SKILLS

- Empowered my team at The Imaging Depot to take accountability and ownership of individual areas of responsibility which lead to national recognition as "Photofinisher of the Year" in 2012. Created a culture of constant improvement by applying and instilling "Above the line" accountability throughout The Imaging Depot.
- In-depth production knowledge of Adobe's Creative Suite with a special emphasis on Photoshop, Illustrator, and InDesign.
- Expert in photo retouch, restoration, and manipulation. Worked on projects for both consumer as well as commercial such as The Bee Movie, The Jungle Book, The Dark Knight, Blades of Glory, and for clients such as The Church of Jesus Christ of Latter Day Saints, Sports Illustrated, NBC Olympics, and more.
- Heavily involved with photo archiving and image permanence, including working with nationally and internationally recognized organizations to improve image retention through ink permanence, digital storage solutions, and best practice processes.
- Noted ability to develop and expand the capability of individuals and teams through the effective development, training and coaching of staff.
- Experience working with numerous CRM and management tools such as Salesforce.com, Microsoft Office 365, MS Teams, JIRA, and others.
- Owned the budgets and responsible for P&L Management at the Imaging Depot and LAGraphics.
- Ability to maneuver through complex business situations effectively and professionally to anticipate and overcome barriers to success.
- Proudly built my professional career based on trust, compassion, honesty, and sincerity. Stand fast in my core values.
- Utilize background in Social and Emotional Intelligence in coaching sessions to help develop, correct, and improve individual performance to meet personal and corporate goals. Focus on the importance of knowing and understanding the individual on the team.

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EXPERTISE

- OPERATIONS MANAGEMENT
- CONTINUOUS IMPROVEMENT
- SOCIAL INTELLIGENCE
- EMOTIONAL INTELLIGENCE
- OPERATIONAL INTELLIGENCE
- ARTIFICIAL INTELLIGENCE (AI), MACHINE LEARNING
- BUSINESS OPERATIONS
- COMMUNICATION
- MARKETING
- IMAGING TECHNOLOGIES
- MS OFFICE
- ADOBE CREATIVE SUITE
- PHOTOGRAPHY
- DATA-DRIVEN RESULTS
- INNOVATIVE CREATIVITY

EDUCATION

Radiographic Technician, RLPP
American Institute of
Medical Technology

Wilderness Emergency Medical
Technician, W-EMT
University of Utah
Continuing Education

EXPERIENCE HIGHLIGHTS

- Visionary & Founder of one of the most innovative start-up retail imaging & specialty photo outlets in North America (The Imaging Depot), and profitably grew it to four locations and more than \$2.5M in yearly sales.
- Responsible for the direction and development of operational teams of up to 75 individuals, and leadership of a group of over 100 employees.
- More than 15 years of experience in executive, senior management, and management positions.
- Established and oversaw operations for a \$60 million annual digital and traditional printing facility, and built volume from zero to nearly 3.5 million sq./ft. of yearly material usage in less than 18 months.
- Owned the P&L and other Financial Statements at The Imaging Depot, managed a \$65M balance sheet and budget at LAGraphics, and responsible for all Operations finances with a \$20M budget at Color Graphics.
- Oversaw the sales of both capital equipment and consumables for a \$1.05 million territory for GBC (ACCO Brands).
- Worked on many of the largest national and international marketing projects for top-tier and Fortune 100 clients.
- Provided Fortune 100 companies a reliable, high-quality marketing/sales solutions and resources for business product development, market development, and omni-channel development on an international scale.
- Substantial background and experience working in multi-channel sales environments coupled with creative ideas for product applications and a solid history of sales and marketing success.
- Proven background establishing vision, priorities, and goals along with developing tactical plans. Specialist in leading cross-functional teams to accomplish key strategic initiatives.
- Technical leader and product specialist for wide format and digital printing applications. Created custom solutions for clients requiring unique and innovative products.
- Participated in a specialized Management training program at MarketStar (NexGen).

EXPERIENCE

MarketStar Corporation Intel
The Imaging Depot
Color Graphics
GBC - ACCO Brands
LAGraphics
Alexander's Print Advantage
MarketStar Corporation
Ferrari Color
Inkley's Inc

Worldwide Media Segment Manager
President / Managing Member
Director of Operations
Account Manager. Lamination
Director of Operations
Director of Operations
Business Development Manager
General Manager, Senior Account Exec
Director of Digital Imaging Services