

Matteo Rivoira

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EDUCATION

Florida International University, Honors College Member, Miami, FL

May 2026

Bachelor of Business Administration

Double Major: Marketing and Management

GPA: 4.00

Certification: Marketing Research and Analysis, Digital Marketing

EXPERIENCE

Florida International University, Miami, Florida, USA

March 2023 - Present

Senior Math Teacher Assistant

March 2025 – Present

- Mentored and onboarded a team of four Math TAs, leading weekly training meetings and accelerating classroom readiness by 30 percent and maintaining uniform instructional quality.
- Solely instructed weekly review sessions for classes of 20+ academically fragile students, developing lesson plans and interactive problem-solving activities to reinforce material and foundational skills.
- Collaborated with professors to redesign core course structure and instructional materials for a large undergraduate mathematics course serving 300+ students per semester.

Math Teacher Assistant

March 2023 – March 2025

- Demonstrated targeted skills and activities to over 300 students, strengthening understanding of course material and reducing teachers' workload by 20%.
- Provided one-on-one support to 30+ students daily, raising test scores by 15% and a deeper grasp of course concepts.

Crunch Pak, Cashmere, Washington, USA

May 2025 - July 2025

Sales and Marketing Intern

- Conducted over 7 comprehensive pricing analyses to generate data-driven insights on consumer preferences, pricing strategies, and market demand trends in snacking and fruit categories.
- Analyzed category performance across 50+ fruit snack SKUs and competing brands to evaluate pricing structures, cost drivers, and profitability potential for future product initiatives.
- Created and analyzed financial models and profitability projections for 6+ initiatives, supporting budget forecasting, scenario analysis, investment evaluation, and royalty cost impact assessment.
- Designed and assessed product survey data, synthesizing qualitative and quantitative insights to identify 8+ improvement opportunities and support data-driven product investment decisions.

Kiwi Uno SPA, Verzuolo, Italy

May 2023 - July 2023

Horticultural Research Associate

- Collected, cleaned, and evaluated data from over 3,000 cherry samples to identify patterns in varietal performance, resulting in clearer insights and more informed decision-making across trial planning and variety selection.
- Performed qualitative and quantitative research on 10+ topics, uncovering 5 industry trends and delivering insights to support strategic planning and data-driven decision-making.
- Summarized research findings into actionable reports for company management, supporting high-cost varietal investment decisions with 5–10 year commercialization horizons and influencing trials across 50+ orchard blocks.

- Monitored production output of over 1600 tons daily of peaches and kiwis to ensure compliance with quality standards, leading to a 20% decrease in post-dispatch quality losses.
- Diagnosed and resolved production issues, enhancing overall product reliability by 5%.
- Cooperated closely with a team of 20 production staff to streamline processes and increase operational efficiency, achieving a 15% reduction in customer complaints and a 5% improvement in product quality.

- Operated professional equipment and managed order-tracking system daily, reducing processing errors by 10%.
- Devised and implemented 3 key strategies to increase order processing efficiency by 30%, decreasing average order fulfillment time.
- Examined over 200 orders weekly to guarantee 100% accuracy, completeness, and adherence to customer requirements, contributing to a reduction in return-related operational costs.

SKILLS

Languages: Italian, French, Spanish (conversational)

Technical: Microsoft Office Suite (Word, PowerPoint, Excel, Outlook), Website creation, Application Aided Design

Programming Languages: C, C++, HTML, CSS

ACHIEVEMENT

- Marathon and ultramarathon athlete, evidencing high resilience, time management, and execution discipline.
- Successfully managed a self-directed investment portfolio for myself and my parents over a full year, delivering a 50 percent return through active monitoring and strategic allocation.
- Developed a machine-learning-based fruit disease recognition system capable of identifying multiple crop diseases from images.
- Created a comprehensive startup business plan for Pomona Robotics, outlining product strategy, market opportunity, operations, and financial viability.