Matthew J. Scarchilli

Matt worked as a staff pharmacist for Latham Pharmacy (5 yrs) and Supervising Pharmacist with Community Health Plan in Troy (5 yrs) before transitioning to pharmaceutical sales (10 yrs). In 2004 Matt was president of Latham Circle Soccer Club where he and John Haller met and together, they founded SportsSignup. SportsSignup was a SaaS business that automated the tasks in running a youth sports organization (online registration, scheduling, stats, standings, etc.). While at SportsSignup, the company made 3 acquisitions. Matt's role was Managing Partner and Vice President of Sales. After building the business to national success with 40+ employees and managing a team of 15 in the sales department, SportsSignup was acquired by Time, Inc. in July of 2015. The company was run as Sports Illustrated Play while owned by Time Inc. The SportsSignup software is now owned and run by NBC Sports.

Having 25 years of sales experience, Matt started Winning Process, LLC and acquired Sandler (sales, management and customer service training and consulting) in 2016.

Education and Affiliations

A.A.S. Chemical Technology, HVCC, 1986

A.S. Math/Science, HVCC, 1987

B.S. Pharmacy, Albany College of Pharmacy, 1990

Board Member, Big Brother, Big Sisters, Albany 2019-2023

Advisory board member, Nerdwise and TROPHECASE 2021-2022