



## **ALUMNI PROFILE: AN MBA SUCCESS STORY**

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A lot can happen in five years.

Just ask Matt Young.

He graduated from High Point University's MBA program in 2011. Since then, he's gotten married, purchased a home, had a son with another on the way, began learning a new language, was accepted into a doctorate program, switched jobs and got a substantial pay raise.

He likes to credit that last one to HPU.

### **An Extraordinary Education**

The Chattanooga, Tennessee, native now lives about half an hour away from HPU in Greensboro, North Carolina.

His job at ITW (Illinois Tool Works) keeps him on his toes. As a sales specialist for the manufacturing company, Young identifies and develops new systems and market opportunities, cultivates new business, and maintains relationships with existing clients. He also supports and trains the distributor's network across Canada, Eastern North America and Latin America.

Young first completed his undergraduate degree in concrete industry management from Middle Tennessee State University. After working in concrete sales for a few years, he decided to pursue an MBA at HPU.

What made him choose High Point?

"The campus at HPU is the most professional atmosphere a university can offer," he says. "The classrooms make you feel like are you working in a business setting and provides the utmost current tools to accomplish all tasks. The teachers genuinely care about giving you an extraordinary education."

Young took advantage of HPU's flexible MBA program, which offers evening classes so he could continue working full-time. Fast forward nearly five years later, and Young now enjoys an 11 percent salary increase from when he first completed the program in 2011.

## Next Steps

Young reflects on his time at HPU often. When life gets demanding – and it does, he says – he thinks back to the lessons he learned while pursuing his MBA, especially when it comes to time management and working toward goals.

“The process of the MBA takes a lot of time and effort,” he says. “Without juggling a full time position and taking night classes, I might not have learned these life lessons as quickly. Only you are accountable for your success, just like failures.”

He says his most impactful mentor was Dr. David Little, associate professor of management.

“He brought enthusiasm, real life scenarios, consulting situations, technical instruction, and open discussion that was and still beneficial,” Young says. “You knew he cared for the success of his students beyond the classroom.”

Young’s advice to current students? Never stop learning and create goals for yourself. That’s why Young possibly plans to pursue his doctorate through Grand Canyon University’s Doctoral of Business Administration.

It’s right in line with what HPU President Dr. Nido Qubein frequently tells audiences:

“Make education a continuing, never-ending process.”

<http://www.highpoint.edu/blog/2015/12/alumni-profile-an-mba-success-story/>