



# DR. MARIA SCHWARTZ | MBA , PMP

## GLOBAL SUCCESS COACH

**LINKEDIN** | [/drmariaschwartz](#)

**WEBSITE** | [www.mariaschwartz.com](http://www.mariaschwartz.com)

**CELL** | 240-393-5299

**EMAIL** | [maria.schwartz@vividconnect.com](mailto:maria.schwartz@vividconnect.com)

### Executive Summary:

Strategic and innovative executive with deep expertise in **brand elevation, user experience, and corporate partnerships**. Adept at translating complex challenges into scalable solutions and driving global business growth across diverse markets. Recognized for **transformational leadership, data-driven strategy, and team building** that fosters retention, productivity, and operational excellence. Trilingual communicator (English, Spanish, Russian) with a passion for **creative problem-solving** and **intercultural collaboration**.

## CORE COMPETENCIES

- Strategic & Business Planning
- Corporate Partnerships & Global Expansion
- Branding & Marketing Elevation
- Innovative Problem Solving
- Digital Platform Enhancement (UX/UI)
- Data Analysis & Research
- Customer Relationship Management
- AI Systems Automation
- Transformational Coaching & Team Building
- Project Management (PMP Certified) & Agile Leadership

## PROFESSIONAL EXPERIENCE

### PROLIFIC.CAPITAL | Chief Operations Officer / Co-Founder

2023–Present

Real estate fund specializing in pop-top and modular projects to deliver multigenerational homes, targeting 4x returns for investment partners.

- Addressed credibility challenges** by creating a cohesive brand identity and recruiting a high-caliber board of advisors, **boosting the company's capital-raising capacity**.
- Ensured balanced risk and strong ROI** by developing a 10-year financial forecast model projecting 20–25% IRR, **providing a sustainable blueprint for fund growth**.
- Strengthened operational readiness** by vetting and selecting key vendors (legal, investor relations, construction partners), **laying the foundation for post-capital-raise operations**.
- Maintained regulatory compliance** by researching SEC guidelines, drafting essential legal documents, and applying for interim grants, **securing continuous operations until funding**.

### S.W.A.T. TRADING INC | Chief Executive Officer / Co-Founder

2020–Present

Global trading and investment education company supporting beginner traders in stock, crypto, and other markets.

- Scaled globally** by launching live trading courses in India, Europe, and beyond, **expanding brand visibility and market reach**.
- Optimized community engagement** with evergreen courses, affiliate memberships, and a dedicated Discord channel, **driving consistent subscriber growth**.
- Broadened revenue streams** by introducing Spanish- language courses, **capturing additional international markets in 2023**.
- Improved trader profitability** by addressing inconsistent results with proven strategies, enabling members to earn **10–50% average monthly returns**.
- Achieved exponential growth** by refining trading techniques and risk management, **increasing capital from \$54K to \$600K in just six months (Aug 2020–Mar 2021)**.

**VIVID CONNECT INC | Founder / Chief Executive Officer****2016–Present**

Global branding, business coaching, and personal development firm, transforming entrepreneurs and small businesses into profitable ventures.

- **Created a ground-breaking infrastructure model to strengthen Drexel University’s online learning management system (LMS)** by conducting an in-depth environmental scan and analysis of current Drexel student tools (LMS, Salesforce, etc), short and long term digital ecosystem projections, and the best digital solutions such as Amazon Web Services (AWS).
- **Elevated online course experience** by collaborating on Drexel’s award-winning “Test Drive” project, **significantly improving course enrollment and user satisfaction.**
- **Expanded client base by 130%** in 2019 through targeted branding, productivity tools, and strategic partnerships, **driving sustainable revenue growth.**
- **Improved operational efficiency** by 25% in 2024 via a new system infrastructure, **positioning the company for further expansion in 2025.**

**MASHA SCHWARTZ ART | Founder / Chief Executive Officer****2016–Present**

Global Surreabstract Art movement emphasizing creativity and imagination across industries and generations.

- **Pioneered Surreabstract Art** to counter conventional artistic norms, **shaping public perception of creativity** and fostering innovation worldwide.
- **Promoted community impact** by partnering with nonprofits (Hands on DC, SOME) since 2001 to create educational murals, **inspiring students and enriching local shelters.**

**HANDS ON DC (HoDC / Nonprofit) | Executive IT Chair****2016–2018**

- **Modernized digital presence** by redesigning the website to a responsive format and improving internal data management, **boosting volunteer engagement**
- **Expanded fundraising avenues** through a Giving Tuesday campaign, **elevating the organization’s global visibility and recurring donor base.**

**UNIVERSITY OF MARYLAND GLOBAL CAMPUS (UMGC)****2009–2016****Associate Director of Digital User Experience**

- **Enhanced user interaction** by spearheading a multi-phase digital portal launch via Scrum, **optimizing data tracking and platform engagement (2013–2016).**
- **Secured \$36M in projected revenue** by developing a retention tool that **significantly reduced student dropout rates.**
- **Shaped organizational strategy** by identifying 8 key enterprise challenges during restructuring and proposing workable solutions, **influencing leadership decisions.**
- **Improved learning systems** by evaluating and implementing a new LMS, **streamlining academic operations and user adoption.**

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**EDUCATION**


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D.M., DOCTOR OF MANAGEMENT, **University of Maryland Global Campus, UMG**

**2010 – 2016**

Thesis: *Foreign expansion of SME, INV and BG firms: An investigation of critical survival and failure factors.*

M.B.A., MASTERS IN BUSINESS ADMINISTRATION, **University of Phoenix**

**2005 – 2008**

B.S., BUSINESS ADMINISTRATION AND COMPUTER SCIENCE, **Towson State University**

**2000 – 2004**

**Awards:** Art Honor Society Award; Academic Excellence Certificates

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**CERTIFICATIONS**

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**PROJECT MANAGEMENT PROFESSIONAL (PMP)***Project Management Institute, MD***2015****PMP Number: 1848231**

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**PROFESSIONAL AFFILIATIONS**

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|---------------------------------|--------------------------------|------------------------------|
| ▪ Toastmaster International     | ▪ US Association for Small     | ▪ Fund Launch Black Card     |
| ▪ Project Management Institute  | Business & Entrepreneurship    | Program                      |
| International Council for Small | (USASBE)                       | ▪ Hands on DC                |
| Business (ICSB)                 | ▪ Project Management Institute | ▪ So Others Might Eat (SOME) |
| ▪ Academy of Management         |                                |                              |
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**PRESENTATION AND TRAINING**

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**Nature's Touch**, September 2021 - Art exhibit at the Rockville Arts Festival in MD featuring Surreabstract art during COVID.

**Vision to Wealth**, September 2019 – Spoke on Business Experts panel.

**Smart Fitness Holiday Event**, December 2019 – Shrewd Networking Presenter.

**Online Student Day**, July, 2016, June 2017, June 2018 – Online Classroom Test Drive. Presented at Drexel University.

**SOARS**, June 2015 – Foreign expansion of SME, INV and BG firms: An investigation of critical survival and failure factors. Presented at University of Maryland University College.

**ICSB Conference**, October 2013 – The missing connection: Linking Entrepreneurial Orientation to the Intellectual Property protection. Presented at George Washington University, DC.

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**PUBLICATIONS**

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**“Foreign expansion of SME, INV and BG firms: An investigation of critical survival and failure factors”** in UMGC dissertation library, Washington, DC. 2015

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**LANGUAGES**

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English (native), Russian (native), Spanish (fluent), Ukrainian (basic), Mandarin (learning)