



# Matt Schneider

Strategist | Architect | Evangelist | Leader

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Matt draws on 20+ years of progressive experience and responsibilities; across technical domains, industries and leadership roles. He excels breaking down complex issues, building a wholistic strategy and team to accelerate success.

## Highlights

[See Following Page for Details & Links](#)

**Forbes**  
Technology  
Council

Forbes Technology Council  
Member, 2022 & 2023

## CTOAmbassadors

Steering Committee, merged Dell & EMC  
programs, building conduit to CTO office.

**DELL**Technologies  
/World

Top rated speaker at multiple  
Dell Technologies World sessions.

**vmware**  
vEXPERT

Awarded vExpert Status for  
blogging & community contributions.

## Personal Strengths

- Organizational Leadership
- Business & IT Alignment
- Technical Depth & Breadth
- Wide Industry Experience
- Hands On Problem Solving
- Implementing Change
- Tool & Process Development
- Motivated Learner & Teacher
- Story Telling.....

25+ years of progressive & diverse experience

## Work Experience

[Visit LinkedIn for More Details](#)

2022 - 2023

### Field CTO

- Coverage: Western US



2021 - 2022

### Chief Architect

- Virtual CTO services for healthcare company
- Opened new geographies in Eastern US

RED8

2019 - 2021

**DELL**Technologies

### Field CTO & Principal Engineer

- Coverage: North America – All Segments

2018 - 2019

**DELL**Technologies

### Director, Enterprise Architecture

- Created EA in Sales Practice post merger
- Coverage: Americas – Select Customers
- Quota: ~11 Billion

2016 - 2018

**DELL**EMC

### Field CTO, Enterprise South US

- Coverage: Texas Enterprise Customers
- Quota: ~250 Million

2014 - 2016

**TMX**FINANCE  
FAMILY OF COMPANIES

### VP, Infrastructure & Ops

- Scope: Hands on Leadership of 130+ Engineers
- Budget: ~40 Million Direct + ~60 Million Oversight

2012 - 2014

**REALPAGE**

### Sr. Director, Infrastructure

- Scope: Hands on Leadership of 80+ Engineers
- Budget: ~20 Million Direct + ~35 Million Oversight

2006 - 2012

**JCPenney**

### Distinguished Engineer

2001 - 2005

**ECLIPSYS**  
The Outcomes Company

### Managing Architect/Director

1998 - 2001

**HealthLogic**

### Developer/Architect/Director



I believe how we convey information is quickly becoming one of the most important skills in our industry. It doesn't matter if it's a video, a PowerPoint or a whiteboard, we must strive to share our knowledge and provide guidance in a form that not only is well understood, but captivating. Below are some examples of my journey in Story Telling.



### [Sales Pecha Kucha - Live!](#)

As an engineer learning presentation skills, I leaned on the Pecha Kucha style, here is a live sales pitch using the technique. Learn more: [Pecha Kucha on Pecha Kucha](#).



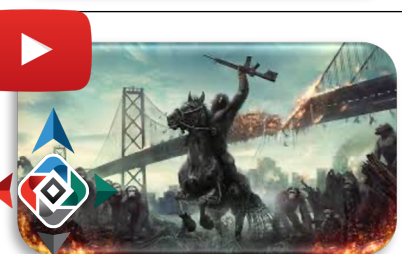
### [Electrospective – Video QBR](#)

Quarterly Business Reviews can sometimes be boring, I've tried to infuse more rich media and videos into my QBRs, here is an example of one of my 'Electrospectives' I shared.



### [Cloud Positioning](#)

Over my time at Dell, I have advised hundreds of customers on their Cloud Strategy, sharing my approach and practices internally, including at our 2020 Summit for Global PreSales.



### [PathFinder Soft Skill Workshops](#)

Leading from the front, I have delivered this workshop to all new-hires 2018-2020, countless account teams, as well at Intern programs and Universities as part of our Diversity out-reach.



Additional artifacts related to roles & projects over the past decade.

- [2023 Personal Retrospective](#)
- [2020 Customer Bio](#)
- [2018 Personal Retrospective](#)
- [2015 Personal Retrospective](#)
- [2013 Personal Retrospective](#)



Completely custom talk track and associated custom PowerPoint deck.

- [NextGen Datacenter](#)
- [Cloud Positioning](#)
- [Account Warming](#)
- [Containers for Marketing](#)
- [DevOps & ITIL](#)