



Matt Schneider

Field CTO & Principal Engineer

North American PreSales



At Dell, our Field CTOs serve as senior technical and strategic advisors across our customers, partners, and internal organization. In this role, Matt aligns with the Enterprise US segment representing our most strategic customers; he organizes the technical sales resources across the vast portfolio of offerings to craft a wholistic architectural vision.

Matt also serves as the Principal Engineer for all North American PreSales, providing technical, talent, and thought leadership across our sales engineers. In one aspect of this role, Matt co-leads the CTO Ambassador program, interlocking our field technologists with the CTO Office inside Dell's expansive R&D divisions. In this capacity, he helps inform Dell's long term product development to align with customer insights. Matt is also a frequent speaker at industry events and highly involved in our early career education programs.

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Previously at Dell, Matt created the Enterprise Architecture Practice inside PreSales. Before that, Matt held numerous technical and leadership roles across industries & domains, including; VP of Infrastructure Operation & Security for a national finance firm, Sr. Director of Infrastructure for a SaaS company, and Distinguished Engineer for a leading retailer. Matt began his career as a programmer leading the development effort to modernize healthcare finance for the internet age at a start-up that was subsequently acquired by a leading banking institution.

Our purpose is to create technologies that drive human progress.