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

CTOAmbassadors
Founding Steering Committee Member of Dell Technologies CTO Ambassador Program. NPS: 90+ w/ 200+ members.

Started the Enterprise Architecture Practice in PreSales – Top Dell Initiative

Pathfinders
Next-Gen Workshops w/ NPS: 90+
Internal & External Influence

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.......

Work Experience

Visit LinkedIn for More Details

23 years of progressive & diverse experience

2021 - Present
Chief Architect (Virtual CTO) — RED8

2019 - 2021 — DELL Technologies
Field CTO & Principal Engineer
- Coverage: North America – All Segments
- Quota: ~32 Billion - 50% of all Dell revenue

2018 - 2019 — DELL Technologies
Director, Enterprise Architecture
- 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

> "Stories constitute the single most powerful weapon in a leader's arsenal" — *Dr Howard Gardner, Harvard Professor*

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.
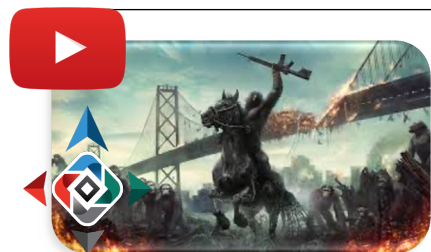
My Pecha Kucha on Pecha Kucha
In learning to be more succinct and speak to executives, I lean on the Pecha Kucha model, as well have been championing this approach internally – ask me about Pecha Kucha Roulette.

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.

- 2020 Customer Bio
- 2018 Personal Retrospective
- 2015 Personal Retrospective
- 2013 Personal Retrospective

Completely custom talk track and associated custom PowerPoint deck.

- Cloud Positioning
- Account Warming
- Containers for Marketing
- DevOps & ITIL

* Content has proprietary information obscured and used with permission for references.

*Decks have all been presented in public, large events and in college courses I've taught.

Please find my most recent VisualCV at: https://bit.ly/MattSchneider-VisualCV