# Matt Schneider
### Strategist | Architect | Evangelist | Leader

+1 678.570.6786 (call or txt)
Matt@TheSchneider.Family
/in/mdschneider

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**

**2022 - Present**
**Field CTO** — SHI
- Coverage: US TOLA & SouthEast

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

**2018 - 2019**
**Director, Enterprise Architecture** — DELL Technologies
- Coverage: Americas – Select Customers
- Quota: ~11 Billion

**2016 - 2018**
**Field CTO, Enterprise South US** — DELL EMC
- Coverage: Texas Enterprise Customers
- Quota: ~250 Million

**2014 - 2016**
**VP, Infrastructure & Ops** — TMX FINANCE FAMILY OF COMPANIES
- Scope: Hands on Leadership of 130+ Engineers
- Budget: ~40 Million Direct + ~60 Million Oversight

**2012 - 2014**
**Sr. Director, Infrastructure** — REALPAGE
- Scope: Hands on Leadership of 80+ Engineers
- Budget: ~20 Million Direct + ~35 Million Oversight

**2006 - 2012**
**Distinguished Engineer** — JCPenney

**2001 - 2005**
**Managing Architect/Director** — ECLIPSYS The Outcomes Company

**1998 - 2001**
**Developer/Architect/Director** — HealthLogic

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.
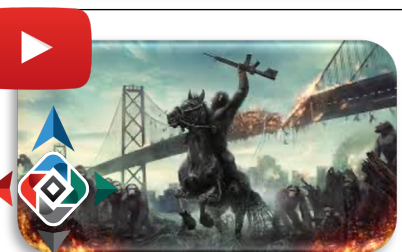Learn more: Pecha Kucha on Pecha Kucha.

### 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 'Eletrospectives' 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

\* 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://mattschneider-visualcv.github.io/