Christian Matthews

Florence, SC | (843) 453-8363 | ChristianMatthews@outlook.com | www.cgmatthews.com

Chief Information Officer | VP of IT | Global IT Director
P&L Management • Revenue Generation • Capital Efficiency • Operational Turnaround

EXECUTIVE SUMMARY

Financial-First Technology Executive known for capital discipline, operational arbitrage, and revenue protection. I specialize in entering low-maturity or post-acquisition environments to rapidly implement the governance, standards, and cost controls required to scale—without the overhead of enterprise bloat.

My background spans carrier-grade networking, global manufacturing IT, and M&A integrations. I have a proven track record of converting technical execution into measurable EBITDA impact, operating with equal fluency in the boardroom or as the final technical escalation for mission-critical failures.

KEY IMPACT & VALUE DELIVERY

- **Revenue Growth:** Built and scaled a Field Services practice at Burwood from $0 to a validated **$1.6M net-new revenue** stream, establishing the 2026 growth roadmap and leadership structure.
- **Margin Optimization:** Delivered **10–15% margin uplift** across service portfolios through disciplined presales validation, capacity planning, and rigorous scope enforcement.
- **Cost Rationalization:** Slashed recurring costs by **~25% ($500K Annual OpEx)** by replacing subscription-heavy infrastructure with high-performance owned assets in manufacturing environments.
- **Operational Velocity:** Reduced carrier voice management time by **95%** (from 60 minutes to <3 minutes); recognized as a national success story by Windstream.
- **Business Resiliency:** Engineered and maintained **100% uptime** for multi-site global manufacturing via SD-WAN modernization and infrastructure remediation.

PROFESSIONAL EXPERIENCE

Burwood Group | Practice Lead & Operations Engineering Lead
- Direct P&L accountability for a **$5.6M annual practice portfolio**.
- Scaled engineering teams from 0 to 25+, reducing contractor dependency and eliminating margin leakage.
- Led "Red Account" recoveries, converting delivery failures into expanded, multi-year retained relationships.
- Developed standardized delivery frameworks now utilized across all M&A and large enterprise engagements.

Explore Industries / Leisure Pools | Global IT Director
- Directed global infrastructure, security, and identity for a high-growth manufacturing leader.
- Managed a **$2.1M operating budget** with strict capital governance and executive reporting.
- Modernized remote access via domain-joined AVD/RDP, enabling secure global workforce mobility without compromising internal integrity.
- Orchestrated the IT integration roadmap for multiple international acquisitions.

Beneteau | Senior Network Administrator
- Recruited to remediate and stabilize failing North American infrastructure for a global boat manufacturer.
- Executed domain consolidation and SD-WAN modernization across multiple legacy brands.

CORE COMPETENCIES

- **Financial Leadership:** P&L Management, Cost Modeling, Vendor Leverage, Capital Governance.
- **Strategy & M&A:** Acquisition Roadmaps, Greenfield Builds, Implementation Design, Cutover Governance.
- **Hybrid Cloud & Identity:** Azure/Entra ID, Active Directory/GPO, AVD, VNet Architecture.
- **Critical Infrastructure:** SD-WAN, MPLS Migration, Carrier-Grade Voice, Industrial Switching/Routing.

LEADERSHIP PHILOSOPHY

Scalability starts with trust. If I am checking reports before checking on my team, the process is broken. My role is to create clarity, protect capital, and ensure the people closest to the systems can tell the truth without friction. That is how durable companies are built.

IDEAL NEXT ROLE: CIO or VP of Technology for a growth-stage organization (250–1,500 employees) where IT is leveraged as a force multiplier for the bottom line.