



# CYBERSECURITY PRESALES. SOLUTIONS & CONSULTING. TRAINING. WRITING.

MATTHEW TWELLS - [WWW.CODEBLOODEDCYBER.COM](http://WWW.CODEBLOODEDCYBER.COM)



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## FORMAL EDUCATION

### READING UNIVERSITY

Bachelor's (BA (Hons))  
Economics (grad. 2015)

## EXPERTISE

### Industry Certifications:

- AWS Certified Cloud Practitioner
- AWS Solutions Architect Associate
- AWS Security Specialty
- CompTIA Network+ (expired)
- CompTIA Security+ (expired)
- CompTIA CySA+ (expired)

### Codecademy/ACloudGuru/Other

#### Courses Completed:

- Python/Django (Basic)
- JavaScript (Basic)
- HTML5/CSS3(Basic)
- Terraform (Basic)
- Ansible (Basic)
- DevOps/DevSecops (ACG)
- Penetration Testing (TryHackMe)
- Practical Ethical Hacking (TCM)

### Core Competencies:

- Cloud Computing (3x AWS Certified)
- DevSecOps/SDLC Security
- Cybersecurity Audit & Technical Project Management
- Penetration Testing
- Capacity Development/Technical Training Production
- Security Architecture
- Cybersecurity Consulting
- Concise, Effective Reporting
- Exceptional Communicator
- Writing (Technical/Non-Technical)
- Stakeholder Management
- Experienced Mentor

## PROFESSIONAL SUMMARY

A seasoned cybersecurity consultant and strategist, my background merges discipline instilled by the British Army's 18th Signal Regiment with advanced technical solutioning and strategic consulting to consistently achieve positive business outcomes.

As Senior Solutions Architect at Bishop Fox, I've been instrumental in securing new and expanded business and have led technical scoping for a pivotal program with a top Fortune 10 client. Beyond pre-sales, my contributions include developing/delivering comprehensive security training programs, creating bespoke thought leadership content, and representing the company at industry events to strengthen our market presence.

As an author and speaker in the cybersecurity community, I excel in deconstructing complex security challenges into clear, actionable strategies. My ability to communicate effectively with stakeholders and customers is a cornerstone of my approach to helping win and retain business.

## CAREER SUMMARY

### SENIOR SOLUTIONS ARCHITECT

#### BISHOP FOX (US) (REMOTE)

#### JAN 2023 - PRESENT

- Drove revenue growth by leveraging deep technical expertise and experience to develop innovative penetration testing engagement scopes that maximize clients' ROI.
- Helped build and manage a diverse team of Solutions Architects, focusing on client satisfaction and delivering exceptional pre-sales support.
- Utilized military experience and technical background to establish rapport with clients, contributing to increased deal acquisition and client satisfaction.
- Spearheaded the development of a prototype territory plan for the Central North/Midwest region, identifying key conferences and target organizations in a historically low-sales territory.
- Authored and delivered 5 "Battlefield Survival Guides" on networking, cloud security, red teaming, and more, enhancing the sales team's subject-matter expertise.
- Designed a "First 30 Days at Bishop Fox" onboarding program, significantly reducing ramp-up time for new account reps and solutions architects.
- Overhauled the Solutions Architect Scoping Wiki, adding 30+ new pages of content to streamline client work scoping and technical considerations.
- Created net-new sales enablement tools, including a slide deck on threat modelling and a guide on security compliance frameworks, to assist in objection handling and cross-selling by account teams.
- Developed a custom comprehensive consulting deck outlining best practices for establishing a new application security program, from organizational frameworks to tooling and staffing recommendations, leading to eventual deal closure.
- Crafted a "First 100 Days as a CISO" guide as a high-value, ungated resource for prospects, covering key tactical considerations for new security leaders.
- Assigned as Strategic Accounts Solutions Architect, entrusted with managing Bishop Fox's largest and most critical accounts, including several Fortune 50 companies.
- Designed and proposed custom assessments and tests for strategic projects, directly contributing to successful deal closures.
- Led the ongoing initiative to realign scoping assumptions with actual consulting hours, optimizing project scope accuracy.
- Leveraged established relationships to secure a new customer in an assigned territory, contributing to business growth. In addition, played a pivotal role in account expansion, notably converting a projected \$40K deal into a \$160K closed-won deal.
- Selected for high-level strategic discussions and business case development with top-tier strategic customers.

*Project Highlight:* Presented at two high-profile cybersecurity conferences in 2023, discussing military tactics in security and new FDA cybersecurity requirements and helped spearhead technical scoping at a programmatic level for our largest, most strategic customers.

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## MILITARY EXPERIENCE (2016-2019)

### 11th Signal Regiment (Royal School of Signals)

- Phase II Technical Trade Training
- Defence radio, satellite, tactical communication and IT system utilisation, support and repair.
- Standard warfighting skills curriculum
- Apprenticeship in Telecoms Technology attained
- Promoted to Lance Corporal (LCpl)

### 18th Signal Regiment (United Kingdom Special Forces)

- Started in 1st line diagnostic/repair technician fixing and reimaging communications equipment post-deployment
- Delivered remote technical support to deployed personnel.
- Central UKSF Service Desk Analyst (ITIL Foundation Trained)
- Highly effective in the role, leading to incident management duties.
- Systems administrator on an enterprise-grade UK SECRET network. Duties also included ad hoc vulnerability research tasks.
- Project Highlight: Part of team that integrated Microsoft System Center Service Manager into the wider unit technical ecosystem, as part of a large Scale A MOD OS migration project.

## CAREER SUMMARY

### ADVISORY IT RISK EXPERIENCED MANAGER

#### GRANT THORNTON LLP (US) (REMOTE)

APR 2022 - JAN 2023

- Managed multiple simultaneous audit and consulting engagements in compliance with financial services and public accounting regulations (AICPA, FFIEC, SOX) within the Insurance practice across various subject matters, such as **E-mail Security, SIEM Implementation, Infrastructure Security, Secure Development Practices, Network Operations, and Cloud Governance** as well as an in-depth review and audit of the Duck Creek billing solution.
- Reviewed and drafted existing and net-new cybersecurity and risk management policies and standards for large insurance clients, ensuring compliance with industry best practices and regulation.
- Founding member of People Pod Leadership Team, developing professional-grade training resources and technical trainings on cloud computing, DevOps, and security architecture.
- Mentored and developed technical acumen and career-oriented "soft skills" within team members, managing interns and contributing to the successful onboarding of new associates.

*Project Highlight*: Wrote and presented an external GT webcast (Servicing the Service Centre: A Guide to Auditing The Service Desk) in conjunction with a small team to 700 people from various industries.

### IT SECURITY & PRIVACY ENGAGEMENT MANAGER

#### VANGUARD GROUP, INC. (MALVERN, PA)

MAR 2021 - APR 2022

- Managed cybersecurity Internal Audit engagements, leading technical reviews of enterprise systems and platforms, and evaluating their design and effectiveness against industry standards (NIST SP800-53/NIST CSF/ISO 27001).
- Coordinated audit teams, driving completion of the audit plan on schedule and improving audit research retention to streamline training creation and tangibly reduce audit engagement ramp-up time.
- Served as a subject matter expert on **Mobile Application Development Security, Cloud Migration, Privileged Access/Identity Access Management, and Credentials-as-a-Service/Authentication and Authorization**.

*Project Highlight*: Created, managed, and delivered a comprehensive IT and cybersecurity training program within Global Technology Audit Services, consisting of 35+ hrs of content utilized internationally.

### SENIOR CYBERSECURITY CONSULTANT

#### CYSIAM LTD. (MILTON KEYNES, UK)

JUL 2020 - MAR 2021

- Provided cybersecurity consulting for public, military, and private sector clients, including a large-scale public health project, including several technologies: **AWS (EC2, Kinesis Firehose, Lambda, RDS etc.), Microsoft Azure (Azure Functions, Bastion Hosts, Blob Storage, Azure Sentinel), Splunk Cloud, Atlassian JIRA + Confluence**.
- Contributed to CYSIAM marketing plan and bid/tender preparation for commercial opportunities.
- Developed/led professional-grade cybersecurity training and sales documentation for multiple clients, including for a defense capacity development program for a confidential customer in the UAE.

*Project Highlight*: Brought on as Onboarding Lead for HALO multi-cloud infrastructure platform for NHS Track & Trace Cyber Defence Operations Centre. Produced technical/service design documentation, managed multiple large external stakeholders simultaneously and helping facilitate data backhaul.



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## ADDITIONAL EXPERIENCE

### PENETRATION TESTER / TECHNICAL CONSULTANT

#### INFORMATION RISK MANAGEMENT LTD. (CHELTENHAM, UK)

JUL 2019 - JUL 2020

- Conducted penetration testing and IT Health Checks for government and private sector clients under the NCSC CHECK scheme, utilizing **Kali Linux**, **BurpSuite**, **Nessus**, **Raspberry Pi**, and **Windows 10/Office365**.
- Consulted on multi-channel cybersecurity projects and performed technical project management for a large-scale UK 5G telecoms private cloud project.
- Produced blog articles, marketing materials, and educational content for company media channels.
- Mentored colleagues and built automotive security training rigs for skillset development.

*Project Highlight:* Brought on as a Lead Consultant on a large 5G telecoms private cloud implementation/security project, managing a large vulnerability management/remediation program.

*Detailed work history 2016-2019 in British Army and Hexegic Ltd. available on request.*

## ARTICLES, PUBLICATIONS & CONFERENCE TALKS

### BOOKS

#### ***Cybersecurity Field Manual (2020) (Self-Published through Amazon KDP)***

A comprehensive guide offering practical guidance for individuals entering the cybersecurity industry or seeking career advancement.

#### ***Networking Basics for Hackers (Est. Fall 2024) (No Starch Press)***

Author of an upcoming No Starch Press book focused on foundational networking and security concepts for cybersecurity professionals.

### PUBLICATIONS

#### ***Hacking The Hiring Process (2023) (Self-Published via CodeBlooded Cyber)***

A comprehensive guide to the cybersecurity hiring process from start to finish, guiding professionals of all skill levels from job specifications through interviewing, all the way to offer and salary negotiation.

### FREELANCE WRITING/BLOGGING

#### ***Accelerate Technologies (2019-2020)***

Production of cybersecurity-related sales copy/material for Accelerate's commercial partners, as well as educational cybersecurity-related articles.

#### ***NetworkN (2023-Present)***

Recurring freelance agreement for reviews of technology-related products (VPNs, ergonomic office chairs etc)

### CONFERENCE TALKS

#### ***From The Barracks To The Boardroom (2023)***

Delivered at North Texas ISSA Cybersecurity Summit, Dallas (TX). Discussed common military tactics and their application to running security programs.

#### ***Pacemakers to Pace-Setters: Operationalising The FDA Cybersecurity Requirements***

Delivered at Medtronic Product Security Symposium, Minneapolis (MN). Addressed new expectations for medical device manufacturers based on section 524b of HR.26.17 (Consolidated Appropriations Act 2023).