

MATTHEW TWELLS

Solutions Engineering Lead

www.matttwells.com | 541-666-9661 | matttwells@outlook.com | Oregon City, OR

SUMMARY

Senior Technologist.

Storyteller.

Proven revenue driver.

Solutions Engineering Lead blending hacker-level technical depth with boardroom-ready communication. Proven track record driving \$3.5M+ in closed-won security deals, scaling pre-sales processes, and translating complex technical risks into business outcomes executives act on.

WORK EXPERIENCE

Solutions Engineering Lead (Promoted from Senior
Solutions Architect Nov 2025), Bishop Fox

Jan 2023–Jan 2025
Apr 2025 – Nov 2025

- Stepped into leadership following an organizational transition to **lead the Solutions Engineering function for the Western USA**, with two direct reports.
- **\$3.5m+ and counting** in closed-won deals I had direct scoping on (since May 2025)
- Working with Eastern SE leadership to spearhead AI tooling adoption and other tech-enablement initiatives to drive higher win-rate and revenue.
- Provided **technical SME backing for 15+ commercial partnerships**, driving the development of scalable processes, enablement collateral, and go-to-market (GTM) offerings.
- Spearheaded high-impact client engagements across a broad portfolio, including multiple Fortune 50 accounts, contributing directly to **\$1.5M+ in closed-won business in 2024**. Work across industries such as finance/fintech, technology, insurance, and utilities partnering with lean startups to some of the world's largest enterprises.
- Strategically created tailored technical assessments aligned to client risk profiles and emerging threat narratives, directly supporting enterprise deal closures and account expansion worth **\$100K+ on multiple occasions**, notably converting a projected **\$40K** deal into a **\$160K** closed-won deal.
- Mentored five Solutions Architects, ensuring quality across deliverables through modeling hands-on support, advocating for team success, and fostering a collaborative culture within a matrixed reporting structure.
- Lead hiring efforts including designing a SA technical challenge, conducting interviews, and serving on technical panels, as well as an onboarding documentation guide – reducing ramp-up time for new SAs considerably.
- Created sales and training tools, including five "Battlefield Survival Guides," a threat modeling module, and a "First 100 Days as a CISO" guide.
- Regularly delivered tailored demonstrations and proposals to audiences from security engineers to executives in ad hoc and formal environments.
- Overhauled the Solutions Architect Scoping Wiki with 30+ new pages, improving consistency in technical project scoping.
- Developed strategic plan to revitalize a low-performing region, identifying high-value conferences and target accounts.
- Contributed to a 50–60% improvement in average scoping case closure speed as Solutioning Team transitioned to a KPI/OKR-driven model.

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WORK EXPERIENCE

Technical Solutions Manager, TCM Security

Jan 2025 – Apr 2025

- Jointly managed **end-to-end sales and delivery cycle for 15 clients**, increasing consulting and training revenue through proactive outreach, tailored solution development, strategic client engagement, and ongoing post-sale support.
- Developed high-quality **enablement content, sales playbooks, lead magnets, and LinkedIn campaigns** to drive sales growth.
- Wrote and delivered **three virtual introductory Educate 360 webinars** on password policies, access control, and cybersecurity policies to **100+ live and on-demand viewers**.

Advisory IT Risk Experienced Manager, Grant Thornton

Apr 2022 – Jan 2023

- Oversaw **simultaneous audit consulting projects** for insurance clients, focusing on security and compliance across email, SIEM, infrastructure, cloud, secure development, network operations, and Duck Creek billing all aligned with financial regulations.
- **Authored cybersecurity and risk management policies/standards**, ensuring alignment with insurance industry regulations.
- Founding member of the People Pod Leadership Team, meeting bi-weekly to develop resources and technical on-demand webcast trainings on cloud computing, DevOps, and security architecture.
- Supported growth and performance of **five associates** and **rotating interns** through hands-on mentorship, technical guidance, and career coaching, helping onboard three team members and contributing to two internal promotions.

IT Security/Privacy Engagement Manager, Vanguard

Mar 2021 – Apr 2022

- Led **10 internal cybersecurity audits**, conducting technical assessments of enterprise systems and platforms to evaluate design and effectiveness against **NIST SP 800-53, NIST CSF, and ISO 27001 standards**.
- Served as **technical SME** on Mobile Application Development Security, Cloud Migration, Privileged Access/Identity Access Management, and Credentials-as-a-Service/Authentication and Authorization.
- **Developed and maintained a 35+ hour global IT and cybersecurity training program** for Global Technology Audit Services, including content delivery, knowledge assessments, and backend tracking via SharePoint and Microsoft Forms.

Senior Cybersecurity Consultant, CYSIAM Ltd. (UK)

Jul 2020 – Mar 2021

- Delivered consulting and project management to **public, military, and private sector clients** leveraging technologies such as AWS, Microsoft Azure (Functions, Bastion, Blob Storage, Sentinel), Splunk Cloud, and Atlassian tools (JIRA, Confluence).

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WORK EXPERIENCE

Senior Cybersecurity Consultant, CYSIAM Ltd. (UK)

Jul 2020 – Mar 2021

- Led six-month onboarding of **8–10 key organizations** into the National Health Safety (NHS) Track & Trace Cyber Defense HALO platform, **supporting the UK's COVID-19 response** across critical tech and logistics supply chain partners.
- Supported **data backhaul efforts** by centralizing telemetry and log ingestion into a large-scale Splunk instance, providing visibility across NHS partner ecosystem.

Penetration Tester/Technical Consultant, IRM Ltd. (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 initiatives and directed technical project management for a **large-scale 5G telecom private cloud security network implementation**, overseeing a comprehensive **vulnerability and remediation program**.

MILITARY SERVICE

Secure Comms Engineer , 18th Signal Regiment, UKSF

Sep 2017 – Jan 2019

- Served as **diagnostic and repair tech for communications equipment** post-deployment, provided **remote technical support on UK SECRET network**, and supported integration of **Microsoft System Center Service Manager** during large MOD OS migration.

Lance Corporal (LCpl) , 11th Signal Regiment, RSS

Sep 2017 – Jan 2019

- Completed Phase II Technical Trade Training specializing in defense radio, satellite, and tactical communications, alongside several industry-standard certifications such as CompTIA Network+, Security+ and CySA+.

EDUCATION

Bachelor of Arts (Hons), Economics

Jan 2019 – Feb 2021

University of Reading, United Kingdom

- Peter Hart Award for Outstanding Contribution to Department
- Grade 2:1 (~3.5 GPA equivalent)
- Simultaneous President of Economics Society & Kickboxing Society

FUNCTIONAL EXPERTISE

- Solutions Architecture
 - Technical Sales
 - Strategic Consulting
 - Data Analysis & Reporting
 - Project Management
 - Go-to-Market & Enablement Program Development
 - Client Engagement & Account Growth
 - Stakeholder Management
 - Training Development & Execution
 - Technical & Non-Technical Writing
 - Onboarding & Presentations
 - Exceptional Communication Skills
 - Commercial Partnerships/ Alliances
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TECHNICAL EXPERTISE

Cloud & Infrastructure:

- SaaS (Microsoft Dynamics 365, Salesforce, Google Workspace, HubSpot, Outreach, Clari (CoPilot))
- AWS Amplify, API Gateway, Route 53, IAM, AWS EC2, Kinesis, Lambda, RDS.
- Previous AWS Certified Cloud Practitioner, Solutions Architect Associate, Security Specialty holder
- DevOps/DevSecOps (ACG)
- SDLC Security

Sales-Related Technology/CRMs:

- Salesforce/SFDC
- HighSpot
- HubSpot
- Outreach
- Clari Copilot
- Microsoft Dynamics 365

Programming & Development:

- Git/GitHub
- C, C++ (learning)
- Python (familiarity)
- JavaScript (familiarity)
- Godot/GDScript (familiarity)

Compliance & Governance:

- AICPA
- FFIEC
- SOX
- NIST SP80053
- NIST CSF
- ISO 27001
- Trusted Partner Network (TPN)
- PCI-DSS

PUBLICATIONS & TALKS

Cybersecurity Field Manual

Found [here](#)

Self-published via
Amazon KDP in 2020

NetworkN Product Reviews (Officeware)

Found [here](#)

2023-2024

Talks & External Webinars

- **The Basics Are The Breach** (November 2025) – Bishop Fox Webinar
- **Simplifying Cybersecurity Policies: A Guide to Compliance Made Easy** (April 2025) – Educate360/TCM Security Webinar
- **Building a Stronger Defense: The Role of Access Controls in Cybersecurity** (March 2025) – Educate360/TCM Security Webinar
- **Unlocking Security: The Power of a Strong Password Policy** (February 2025) – Educate360/TCM Security Webinar
- **Achieving DORA Threat-Led Penetration Testing Requirements** (November 2024) – Bishop Fox Webinar
- **Impact of FDA's HR.2617 Legislation on Medical Device Cybersecurity** (Winter 2023) – Bishop Fox Webinar, also delivered at Medtronic Product Security Symposium 2023 in Minneapolis, MN.
- **The "New CISO" Special: Organizing the Chaos** (Fall 2023 / Summer 2023) – Evergreen Bishop Fox webcast resource for promoted tech professionals
- **Mitigate Third-Party Risks by Strengthening Security Foundations** (Summer 2023) – Bishop Fox Panel Talk with Anirban Banerjee, CEO of Riscosity.
- **Barracks to the Boardroom** (CyberSummit 11, Summer 2023) – A Bishop Fox talk wrote and delivered at CSC 11 in Frisco, TX.