

MATTHEW TWELLS

Principal Solutions Engineer / Solutions Engineering Lead

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

SUMMARY

Autonomous, proven problem solver for high-complexity, high-risk security sales.

Principal-level Solutions Engineer with bulletproof credibility across technical security, risk and compliance, and revenue execution. Repeatedly trusted with the most ambiguous and visible problems — operating with autonomy to unblock deals and ship durable enablement when ownership is unclear. Proven track record driving \$6.8M+ in attributable revenue by translating complex technical risk into decisive commercial action.

WORK EXPERIENCE

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

Jan 2023–Jan 2025
Apr 2025 – Present

- **Stepped into leadership** during an organizational transition, leading the Solutions Engineering function for the Western U.S. while **maintaining hands-on ownership of complex solutioning**
- Owned solutioning for the **most complex, non-standard, and high-risk security opportunities**, requiring deep judgment on what the firm could and could not responsibly deliver; deals closed or advanced to late-stage execution.
- Served as the **original Channel SE** during the initial build-out of Bishop Fox's partner program and now operate as **West Coast Channel & Alliances SE**, providing deep technical firepower to enable partner-led sales motion.
- Proven revenue impact across **80+ closed-won deals**, with **\$6.8M+ in attributable closed-won revenue** tracked since June 2024.
- Regularly assigned the most ambiguous and high-visibility problems where technical complexity, commercial pressure, or unclear ownership stalled progress — applying disciplined scoping judgment that contributed to a **75% win rate from scoping to closed-won for the SE team in 2025**.
- Took **ownership of consulting-related technical sales enablement**, building structure where none existed and training both SEs and AEs on the firm's service catalog and delivery boundaries.
- **Designed and shipped critical pre-sales enablement assets** without committee overhead, including Battlefield Survival Guides, threat-modeling modules, and CISO-facing onboarding content that **remain in active use**.
- Personally built all technical enablement for a new agentic AI penetration testing service (demo environment, instructions, talk track, and pitch materials) on personal time, **enabling the firm to demo the offering immediately**.
- Served as **technical escalation point** for executive-level engagements, including multiple Fortune 50 clients across finance, technology, insurance, and utilities.
- Delivered tailored technical assessments that directly expanded enterprise deals on multiple occasions, including **converting a projected \$40K opportunity into \$160K closed-won**.
- Helped engineer a **50–60% improvement in scoping case closure speed (often sub-24 hours)** as solutioning transitioned to KPI-driven execution.

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WORK EXPERIENCE	Technical Solutions Manager, TCM Security Jan 2025 – Apr 2025
	<ul style="list-style-type: none">Jointly owned end-to-end sales and delivery for 15 consulting and training clients, operating autonomously across discovery, solution design, delivery, and post-sale expansion.Built sales enablement, playbooks, and GTM content to unblock early-stage sales motion and accelerate deal execution.Wrote and delivered multiple external cybersecurity webinars to 100+ live and on-demand attendees, establishing technical credibility and generating inbound interest.
EARLIER CAREER (SELECTED, FULL HISTORY ON REQUEST)	Advisory IT Risk Experienced Manager, Grant Thornton Apr 2022 – Jan 2023
	<ul style="list-style-type: none">Led concurrent security and risk advisory engagements for regulated insurance clients, translating technical control gaps into risk decisions across cloud, infrastructure, and application environments.Served as trusted advisor on cybersecurity governance, policy development, and regulatory alignment.
	IT Security/Privacy Engagement Manager, Vanguard Mar 2021 – Apr 2022
	<ul style="list-style-type: none">Led internal cybersecurity audits aligned to NIST SP 800-53, NIST CSF, and ISO 27001, acting as technical SME on cloud migration, IAM, and authentication platforms.Designed and delivered a 35+ hour global cybersecurity training program adopted across Global Technology Audit Services.
	Senior Cybersecurity Consultant, CYSIAM Ltd. (UK) and Penetration Tester, IRM (UK) Jul 2019 – Mar 2021
	<ul style="list-style-type: none">Delivered penetration testing and security consulting under the UK NCSC CHECK scheme for government and enterprise clients.Supported national-scale security initiatives, including onboarding critical partners into the UK NHS Track & Trace cyber defense platform.
MILITARY SERVICE	Secure Comms Engineer , 18th Signal Regiment, UKSF Sep 2017 – Jan 2019
	<ul style="list-style-type: none">Operated and supported secure communications systems in high-trust, mission-critical environments; provided diagnostic and remote support on classified networks.
EDUCATION	Bachelor of Arts (Hons), Economics – Grade 2:1 (est. 3.5 GPA), grad. 2015,
THOUGHT LEADERSHIP & PUBLIC SPEAKING	<ul style="list-style-type: none"><i>The “New CISO” Special: Organizing the Chaos – Bishop Fox (2026, Evergreen Resource)</i><i>The Basics Are the Breach – Bishop Fox Webinar (2025)</i>3x external Webinars for Educate360 on Passwords, Access Control, and Policies (2025)<i>Achieving DORA Threat-Led Penetration Testing Requirements – Bishop Fox (2024)</i><i>Impact of FDA HR.2617 on Medical Device Cybersecurity – Bishop Fox / Medtronic Symposium (2023)</i><i>Barracks to the Boardroom – CyberSummit 11 (2023)</i>