

# 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 – Present**

- 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) , 11<sup>th</sup> 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
- continued overleaf*

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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.