

# Matthew Reider

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## SUMMARY

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Product leader with 15+ years shipping enterprise SaaS platforms. Track record of driving revenue growth, reducing costs, and scaling products from startup to acquisition. Background in technical training (MEd) and solutions engineering.

## EXPERIENCE

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<b>Principal Product Manager - Dynatrace</b>	<i>2019 - Present</i>
<ul style="list-style-type: none"><li>Owned application observability product line during 4x company revenue growth (\$430M to \$1.7B)</li><li>Shipped core platform features adopted across 3,000+ enterprise accounts</li><li>Led architecture migration to cloud-native, cutting query latency 60% for Fortune 500 customers</li><li>Delivered serverless and container monitoring used in 50,000+ K8s deployments</li></ul>	
<b>Lead Product Manager - Checkr</b>	<i>2016 - 2019</i>
<ul style="list-style-type: none"><li>Grew platform revenue from \$20M to \$100M ARR, scaling to 10M+ background checks annually</li><li>Cut manual review costs 60% with AI-powered compliance tools while improving accuracy 25%</li><li>Secured \$50M+ in enterprise contracts with Uber, Lyft, and DoorDash integrations</li></ul>	
<b>Director of Product Management - VMware Tanzu (Pivotal)</b>	<i>2011 - 2016</i>
<ul style="list-style-type: none"><li>Generated \$200M+ in new revenue by pivoting from hosted service to enterprise licensing</li><li>Scaled product team from 3 to 15 through IPO filing and VMware acquisition</li></ul>	
<b>Senior Program Manager - Engine Yard</b>	<i>2009 - 2011</i>
<ul style="list-style-type: none"><li>Reduced infrastructure costs 40% for key accounts by leading migration to AWS</li><li>Managed platform engineers and TAMs, scaling customers through high-traffic events</li></ul>	
<b>Lead Product Manager - Visible Measures</b>	<i>2007 - 2009</i>
<ul style="list-style-type: none"><li>Built video analytics platform tracking 100M+ monthly views for major brand advertisers</li><li>Signed Sony Pictures, Publicis, and Razorfish; pioneered box office prediction from trailers</li></ul>	
<b>Technical Instructor - Wily Technology (acq. CA)</b>	<i>2004 - 2007</i>
<ul style="list-style-type: none"><li>Created J2EE performance monitoring curriculum and delivered classes across the USA</li><li>Launched triage and diagnosis course for common performance patterns; fed insights to product</li></ul>	
<b>Technical Instructor - Macromedia (acq. Adobe)</b>	<i>1998 - 2004</i>
<ul style="list-style-type: none"><li>Built and maintained Advanced ColdFusion curriculum; rated 4.7/5 across dozens of classes</li><li>Delivered onsite training for Dell, US Navy, Toys R Us; drove renewals through instruction</li></ul>	

**Solutions Engineer - Allaire** 1997 - 1998

- Won Federal Reserve Bank and Visa through technical demos and POC implementations
- Hosted Demo Days at roadshows with hundreds of attendees; partnered with AEs on deals

**Solutions Engineer - Sybase (Powersoft)** 1995 - 1997

- Closed deals with Intel, Bank of America, and Foster Farms through custom demos and evals
- Led technical sales for PowerBuilder and SQL Anywhere across enterprise accounts

**EDUCATION**

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**MEd, Education (Curriculum & Instruction)** - Northeastern University, 2003

**BS, Economics** - University of Vermont, 1992

**CERTIFICATIONS**

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**Certified Scrum Master** - Scrum Alliance, 2013

**SKILLS**

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Product Strategy, Team Leadership, Go-to-Market, Developer Ecosystems, Observability Platforms, Cloud (AWS, GCP, Azure), Executive Communication, Technical Training & Enablement, Learning Program Development