



Matthew Reider

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Professional Summary

Strategic software product leader with 15+ years driving platform-based solutions and developer ecosystems. Proven track record managing complex stakeholder relationships and delivering scalable SaaS platforms. Experience spans compliance solutions, cloud orchestration platforms, and enterprise developer tools.

Work Experience

Principal Product Manager Dynatrace

2019 - Present

- Drove OpenTelemetry adoption across enterprise customers, resulting in 40% increase in platform integration velocity
- Developed Kubernetes monitoring capabilities supporting customers managing 10,000+ nodes
- Enhanced developer portal experience, improving onboarding time by 35%
- Created technical content supporting \$50M+ in new business pipeline
- Presented product roadmaps to C-level executives and board members

Lead Product Manager Checkr

2016 - 2019

- Pioneered AI-powered compliance tools improving criminal record accuracy by 25% while reducing manual review time by 60%
- Established partnerships with 200+ data providers, creating unified API layer
- Developed custom integration solutions for Uber, Lyft, and DoorDash
- Designed applicant-facing portal reducing customer service inquiries by 30%
- Led team of 4 product managers through complex prioritization decisions

Director of Product Management VMware Tanzu (Pivotal)

2011 - 2016

- Oversaw multi-portal ecosystem serving 10,000+ platform users
- Led strategic transition from hosted service to self-managed enterprise offering, generating \$200M+ in new revenue
- Developed localized go-to-market strategies for European and Asian markets

- Delivered platform supporting 1M+ application deployments and 100,000+ developer users
- Managed relationships with Ford, Home Depot, and Comcast

Senior Program Manager Engine Yard

2009 - 2011

- Managed product initiatives for Zendesk, GitHub, and Groupon during rapid scaling phases
- Orchestrated customer migrations to AWS, reducing infrastructure costs by 40%
- Improved uptime from 99.5% to 99.9% SLA
- Achieved 95% customer retention rate

Lead Product Manager Visible Measures

2007 - 2009

- Built video measurement suite tracking 100M+ video views monthly
- Developed partner integration framework for YouTube, Facebook, and other platforms
- Created self-service analytics dashboard for real-time campaign performance

Technical Instructor (ILT) Wily Technology • Oracle • Macromedia

1998 - 2007

- Developed technical training programs for enterprise software platforms
- Trained 1,000+ developers and system administrators globally
- Authored technical guides and best practices documentation

Solutions Engineer Macromedia (Allaire) • Sybase (Powersoft)

1995 - 1998

- Led technical implementations for Fortune 500 corporations
- Conducted proof-of-concept implementations contributing to \$10M+ in software sales

Core Competencies

Product Management

- Roadmap development
- Requirement gathering
- KPI definition
- Competitive analysis
- Go-to-market strategy

Platform Experience

- Multi-tenant SaaS platforms
- API strategy
- Developer ecosystems
- Enterprise integrations

Leadership

- Engineering collaboration
- UX partnership
- Stakeholder management
- Executive communication

Technical Skills

- Jira, Aha!, Confluence
- API design
- AWS, GCP, Azure
- SQL & data analytics

Education & Certifications

BS, Economics

UNIVERSITY OF VERMONT

1992

Certified Product Owner

Scrum Alliance

2011

Certified Scrum Master

Scrum Alliance

2013

Agile Alliance Member

Agile Alliance

2011

Loving father, devoted husband, loyal friend

American Sailing Association (bareboat license)

Unable to quote movies or cite sports statistics