Matthew Reider

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SUMMARY

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

Principal Product Manager - Dynatrace
2019 - Present

- Owned application observability product line during 4x company revenue growth ($430M to $1.7B)
- Integrated Dynatrace AI for root cause analysis and correlation; launched MCP server enabling agentic workflows for automated problem resolution
- Led architecture migration to cloud-native, cutting query latency 60% for Fortune 500 customers
- Delivered serverless and container monitoring used in 50,000+ K8s deployments

Lead Product Manager - Checkr
2016 - 2019

- Grew platform revenue from $20M to $100M ARR, scaling to 10M+ background checks annually
- Built AI classification system using confusion matrices to validate applicant-to-record matches (FCRA compliance) and normalize court terminology across 3,500 jurisdictions for adjudication accuracy
- Cut manual review costs 60% through automation while improving accuracy 25%
- Secured $50M+ in enterprise contracts with Uber, Lyft, and DoorDash integrations

Director of Product Management - VMware Tanzu (Pivotal)
2011 - 2016

- Generated $200M+ in new revenue by pivoting from hosted service to enterprise licensing
- Scaled product team from 3 to 15 through IPO filing and VMware acquisition

Senior Program Manager - Engine Yard
2009 - 2011

- Reduced infrastructure costs 40% for key accounts by leading migration to AWS
- Managed platform engineers and TAMs, scaling customers through high-traffic events

Lead Product Manager - Visible Measures
2007 - 2009

- Built video analytics platform tracking 100M+ monthly views for major brand advertisers
- Signed Sony Pictures, Publicis, and Razorfish; pioneered box office prediction from trailers

Technical Instructor - Wily Technology (acq. CA)
2004 - 2007

- Created J2EE performance monitoring curriculum and delivered classes across the USA
- Launched triage and diagnosis course for common performance patterns; fed insights to product

Technical Instructor - Macromedia (acq. Adobe) *1998 - 2004*

- Built and maintained Advanced ColdFusion curriculum; rated 4.7/5 across dozens of classes
- Delivered onsite training for Dell, US Navy, Toys R Us; drove renewals through instruction

Technical Instructor - Macromedia (acq. Adobe) *1998 - 2004*

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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

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

BS, Economics - University of Vermont, 1992

CERTIFICATIONS

Certified Scrum Master - Scrum Alliance, 2013

SKILLS

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