

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

- 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

- 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

- **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

- 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

- 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

- *The “New CISO” Special: Organizing the Chaos* – Bishop Fox (2026, Evergreen Resource)
- *The Basics Are the Breach* – Bishop Fox Webinar (2025)
- 3x external Webinars for Educate360 on Passwords, Access Control, and Policies (2025)
- *Achieving DORA Threat-Led Penetration Testing Requirements* – Bishop Fox (2024)
- *Impact of FDA HR.2617 on Medical Device Cybersecurity* – Bishop Fox / Medtronic Symposium (2023)
- *Barracks to the Boardroom* – CyberSummit 11 (2023)