MATTHEW TWELLS

PRINCIPAL SOLUTIONS ENGINEER ENTERPRISE SECURITY · CHANNELS · APPLIED AI

Madras, OR | 541-777-9493 | matttwells@outlook.com | matttwells.com

$1M+	$6.8M+	85%+
ATTRIBUTABLE ACV	ATTRIBUTABLE REVENUE	EXECUTIVE ENGAGEMENTS
DeepSeas · first 7 months	Bishop Fox · since Jun 2024	CISO / VP-level · estimated

PROFILE

Principal Solutions Engineer and former regional SE Lead spanning offensive security, enterprise architecture, channels, and applied AI. Leads executive-level technical sales and complex enterprise solutioning; builds the enablement, processes, and autonomous AI workflows that make technical organizations commercially effective.

EXPERIENCE

Principal Solutions Engineer | DeepSeas

Apr 2026 – Present

- **Primary SE for 36 closed-won deals** in the first seven months, exceeding **$1M attributable ACV**; Q3 closed-won ACV was approximately **2.6x Q2**.
- Lead technical discovery, architecture discussions, and presentations with CISOs, VPs, and senior security leaders in an estimated **85%+ of customer-facing engagements**.
- Own nationwide enterprise solutioning from discovery through close; led a complex semiconductor-sector RFP win and scoped security work spanning **11 Microsoft 365 tenants**.
- Closed the company's **first two DeepSeas Complete engagements**; a post-ransomware response customer converted to a one-year managed relationship, then returned for a **successful additional-services upsell**.
- Delivered **six partner enablement sessions in two months** (one in person); developed the **DeepSeas Core Messaging and Positioning Guide** for reps and **DeepSeas Master Capability Guide** for partner reps.
- Built and maintained a **35-asset pre-sales enablement library**, combining original guides and frameworks with AI-assisted collateral for discovery, competitive positioning, and partner support.
- Cut **average proposal turnaround below one hour** across all personally scoped opportunities, while standardizing repeat-service SOWs.
- Designed and implemented a **repeatable pre-sales-to-post-sales handoff** ("turnstile") with a dedicated channel and structured deal-context template adopted across Sales, SE, Delivery, and Customer Success.
- Partner with Product, Sales Ops, and leadership on service packaging, positioning, technical onboarding, and channel development.

Solutions Engineering Lead | Bishop Fox

Jan 2023 – Jan 2025; Apr 2025 – Apr 2026

Senior Solutions Architect until Nov 2025; promoted to Solutions Engineering Lead. TCM break Jan – Apr 2025.

- Led the **Western US SE function with two direct reports** while retaining hands-on responsibility for ambiguous, high-stakes technical sales.
- Supported **80+ closed-won deals** and **$6.8M+ attributable revenue** tracked since June 2024; the SE team achieved a **75% scoping-to-close win rate** in 2025.
- Original **Channel SE** during partner-program development; later supported West Coast Channel & Alliances through partner-led technical solutioning and enablement.
- Co-led AI/MCP security readiness and complex AI-security scoping; developed demonstrations and enablement for AI-powered application and agentic penetration testing services.
- Created technical and CISO-facing enablement and helped improve scoping-case closure speed **50–60%** through standardized, KPI-driven execution.

SELECTED TECHNICAL PROJECTS

LifeOS · Autonomous Pre-Sales Operations Agent

Claude Code / enterprise integrations

- Implemented **Daniel Miessler's LifeOS** and built an **unattended hourly AI orchestration** spanning Granola, Salesforce, Outlook, Microsoft 365, Teams, and Slack; triages approximately **24 meetings and requests weekly**.
- Combines business context and urgency to recommend accepting or declining requests and prepare replies; **human approval is required** before consequential actions or messages are executed.

Dashi · Local AI Chess Tutor

React / FastAPI / Stockfish / Ollama

- Delivered a documented full-stack experiment combining deterministic chess-engine analysis with explanations from **locally hosted LLMs**, using an AI-led development process.
- Published a technical retrospective on model integration, architectural decisions, failures, and the practical limits of AI-generated code.

Workweek & Linux Tracing Labs

C++ / LLDB / strace / bpftrace

- Built and debugged an intentionally vulnerable C++ application to investigate memory corruption, insecure operations, and authentication flaws; traced Linux syscalls and process behavior in a separate instrumentation lab.

Additional tooling: Implemented a Letta/Codex-assisted development workflow for independent projects and structured technical learning.

EARLIER EXPERIENCE

Technical Solutions Manager | TCM Security

Jan – Apr 2025

Jointly owned sales and delivery for **15 consulting and training clients**; built GTM playbooks and presented external cybersecurity webinars.

Advisory IT Risk Experienced Manager | Grant Thornton

Apr 2022 – Jan 2023

Led security/risk advisory engagements for regulated insurance clients, turning cloud, application, and infrastructure control gaps into business risk decisions.

IT Security / Privacy Engagement Manager | Vanguard

Mar 2021 – Apr 2022

Led security audits aligned to NIST and ISO standards and advised on cloud/IAM; designed and delivered a **35+ hour global cybersecurity training program**.

Penetration Tester / Security Consultant | IRM & CYSIAM (UK)

Jul 2019 – Mar 2021

Delivered UK NCSC CHECK penetration testing and enterprise security consulting; supported UK NHS Track & Trace cyber-defense initiatives.

Secure Communications Engineer | British Army · 18 Signal Regiment

Sep 2017 – Jan 2019

Operated and supported secure communications and classified networks in mission-critical environments.

EDUCATION & SELECTED PUBLICATIONS

BA (Hons), Economics · Upper Second-Class Honours (2:1), 2015

Speaking & writing: *The "New CISO" Special* (2026); *The Basics Are the Breach* (2025); *Achieving DORA Threat-Led Penetration Testing Requirements* (2024); Medical Device Cybersecurity, Bishop Fox / Medtronic (2023); *Barracks to the Boardroom*, CyberSummit 11 (2023).