Matt McTigue

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Summary

Sales and Systems Professional with a long record of accomplishment. Extensive experience selling to public sector and commercial markets. Collaborative and consultative approach to business. End to end business and sales engineer with the experience to get things working whether the challenges require technical, business or social engineering. Does what it takes to bring in deals and grow business with sales teams.

Education

1993 University of Maryland at College Park	B.S. Mechanical Engineering
2003 University of Maryland University College	MBA

Professional Experience

CodeHunter- *Sales Engineer*   July 2024 – Jan 2025

Performed Sales Engineering and other duties to sell subscriptions to a reverse malware engineering SAAS platform.   Developed sales pitch and demo that gets prospects asking for pricing and telling us about their needs. Trained Account Executives on pitch and call flows as well as the do's and don'ts of these opportunities. Did market research to develop proper market positioning and product roadmap recommendations. Performed product mapping to CMMC and NIST CSF. Developed pricing and forecast models. (product not ready to sell)

Comcast Technical Solutions – *Senior Sales Engineer*   October 2023 – April 2024

Worked with team to develop go-to-market and sales processes for Security Data Fabric SAAS solution. Worked full circle from developing effective messaging with reps to very technical data tasks. Developed and ran queries against Snowflake and analyzed new data-source mappings for POVs.   Performed vendor evaluations and made recommendations for demo automation solutions.   (product not ready to sell)

Cofense - *Solution Architect*   November 2021 – October 2023

Worked with sales executives to sell anti-phishing and security training solutions to the Federal and SI market. SE on first Cofense $1M ARR account. Gained a quick understanding of product set fit to market and developed list of entry points to market. Became quickly proficient at demonstrating a complex product set and created materials to enable go to market activities for Account Executives. Integral team member to maintain high renewal rates. Lead the largest complex POV involving multiple customer teams to close the POV with 60 days on 150,000 end point deal. Pioneered API integration into Cofense's SAT platform and created an API library for third party risk vendors access to improve customers' security stack.

Microfocus – *Senior Sales Engineer*   November 2020 – October 2021

Worked directly with one sales executive to sell ArcSight family of products to Federal Civilian customer base. Developed and executed strategies to protect accounts with SIEM base product and upsell capabilities of SOAR, threat hunting and unsupervised ML UEBA.

Delta Risk / Motorola Solutions - *Solution Architect*   May 2019 – October 2020

Sold MDR solutions with up to 8 reps. Collaborated extensively with sales executives to build a pipeline of business opportunities, expand channel presence, and secure deals for endpoint, network, and cloud products deployed in on-premise, MSP, and SAAS environments. Developed and maintained the demo environments and demo storylines that resonated with prospects. Worked with a broad spectrum of Cyber tools to feed data into Active Eye from: O365, Azure, Azure AD, AWS, GCP, Gsuite, Carbon Black, Defender ATP, Umbrella, Alien Vault, Okta and Crowdstrike. Introduced a repeatable process that resulted in consistent requests for pricing at the conclusion of each presentation.

Key Achievements
- Developed a process to estimate the SIEM storage requirements for prospects infrastructure and made sales quotes accurate.
- Key contributor to sales reps and Delta Risk making the numbers for 2019 and 2020.

Digital Guardian- *Senior Sales Engineer*   February 2017 – October 2018

Sold endpoint and network DLP solution to Federal and commercial markets. Fulfilled a critical role driving revenue, with a focus on negotiating and closing agreements with federal agencies for data protection solutions. Tailored messaging and product demonstrations to address the unique needs of each prospect and client. Collaborated extensively with sales executives to build a pipeline of business opportunities, expand channel presence, and secure deals for endpoint, network, and cloud products deployed in on-premise, MSP, and SAS environments. Introduced a repeatable process that resulted in consistent requests for pricing at the conclusion of each presentation.

Key Wins
- Led an onsite presentation in an aggressive 2.5-day timeframe that served as the basis for the win of a $1.2MM deal with the Social Security Administration.
- Contributed to the close of a $1.5MM deal with the Centers for Medicaid and Medicare, navigating the competing interests of multiple integrators to achieve success.

Maryland Cyber Tech - *Owner / Principal Consultant*   March 2014 – February 2017

Sold technical services to businesses. Provided technical services to businesses and software companies. Contracted as a pre-sales engineer to sell load balancers. Developed custom databases and software. Maintained and managed networks, windows desktops and servers. Made recommendations and executed migrations of on premise to cloud and hybrid systems and SAAS solutions. Managed 0365 environments for

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customers. Provided business analysis services and training on accounting software. Developed and provided training to US NAVY for PMW 240.

AvePoint Public Sector - *Sales Solutions Professional*   June 2012 – March 2014

Collaboratively partnered with Sales Executives to sell SharePoint and compliance solutions to public sector enterprise accounts. Directly influenced more than $2M of revenue with: FAA, VA, HHS, Coast Guard, Treasury, State Department, World Bank, and USPTO. Gained insider status on key opportunities with the USMC and NAVY. Sales Executive for $2M deal to US Navy partnered with Deloitte.

Axway - *Solution Architect*   January 2010 - June 2012

Operated in hybrid sales role as partner with Enterprise Sales Executive, closing over $7M in sales to the DOD. Developed messaging and supporting materials to capture opportunities from competitors. Developed and leveraged relationships with systems integrators to close deals. Developed insider status with the DOD entity driving PKI software purchasing. Customers included: IRS. VA, DISA, NAVY, USMC, ARMY, DIA, and DHS.

Infonic - *Solution Architect*   February 2008 - January 2010

Filled hybrid sales role to sell file and SharePoint replication products. Worked with DOD and maritime customers to find solutions to their distributed SharePoint needs. Primary customers included the ARMY, NAVY, and USMC. Solution Architect and Program Manager for $5.6M enterprise license deal with the USMC.

Black Rock AIS - *Owner/Consultant*   February 2003 - January 2010

Pursued, scoped, budgeted, sold, implemented, and managed IT projects and solutions for a variety of businesses. Wrote IT policies and plans. Performed business modeling, cost analyses, and made recommendations for IT purchases. Performed HIPAA and PCI compliance evaluations. Performed and subcontracted services for: security, networking, mobile devices, database development, SharePoint, desktops, servers, custom applications, project management, and business analyses.   Sourced and managed subcontractors. Sold business.

Children's First Academy – *Owner/Business Analyst*   July 2002 – November 2003

Purchased the business. Performed business and capacity planning including functioning as CFO. Marketed business to fill capacity. Added health care benefits for employees. Performed hiring and management of 10 FT and 5 PT employees. Sold business to partner.

Computer Associates - *Professional Services Manager*   December 1999 - August 2002

Managed services projects and relationships with federal customers including: USGS, USPTO, and USDA. Developed and maintained client relationships. Managed 25+ professional services consultants (direct

reports) on Federal projects. Managed relationships with partners, lowered staff turnover and expanded projects. Prepared SOWs, cost benefit analyses, bids, and RFI/RFP responses. Evaluated contracts and negotiated pricing. Developed, priced, bid, and negotiated multi-year $2.5M services deal with the USGS.

REHAU - *Production Engineer*   November 1996 - March 1998

Co-responsible with Plant Manager for plant P+L.   Performed complete analysis of manufacturing processes, labor, contracts and production of injection molding, painting and fabrication plant making automotive parts. Developed, optimized, and maintained financial model to evaluate automotive parts manufacturing plant with regard to: facility capacity, machine capacity, personnel capacity, investments for bids, and proper utilization of plant capital. Used model to uncover the needed steps to bring plant to profitability. Used model to support $18M plant expansion to meet commitments to Mercedes, Cadillac, and GM and to make the plant profitable. Recognized errors with companywide reporting of plant results and worked with top leadership to correct. Offered plant manager positions in Cullman, AL and Milan Italy.

Air Technology Systems - *Application Engineer*   December 1994 - November 1996

Drove dramatic increases in revenue for the custom industrial business unit. Supported national sales force in selection, pricing, and manufacture of custom industrial equipment. Estimated, quoted, and negotiated pricing. Developed product selection and technical data generation software for internal use and distribution to national sales force.

Resume Technical Supplement

Recent Technical Work

Most recently I have been exploring the use of data fabrics in Snowflake as a complement to SIEMs. This has been very involved and included me moving into the modern era and coding with Python and the use of Git and GitHub. Being used to strongly typed coding, it was very strange at first to let Python do what it does but wow it is nice and it is easy to transition to if you already have a coding background.

Security

As principal of my own consulting company, I served as the primary security expert for a variety of businesses. Selected and configured both server side and client-side software, and developed and implemented network layer security. At Axway, we provided enterprise customers with turn-key PKI, file gateway, and email server gateway security solutions. At Digital Guardian we provided a combination of endpoint agent DLP and control, network DLP and CASB level controls and DLP.

- Recommended and implemented IDS/IPS and firewalls.
- Developed IT security policies and performed audits.
- Selected, setup, and configured centrally deployed and managed security software for antivirus (AVG/Symantec/TrendMicro) / antimalware and email servers (GFI).
- Implemented firewall and IDS/IPS rules for external security protection and internal disruptive behavior.

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- Setup network layer reporting to monitor external threat activity and internal usage.
- Examined server configurations and recommended changes / risk scoring.
- Worked with DOD IA groups to develop IA acceptable configurations of software and hardware.
- Crafted DLP / UEBA / EDR solutions which included network and endpoint and elements.
- Sold SIEM (Arcsight and Qradar) and UEBA (Interset) solutions.
- Certified for Censys Search (threat hunting) and Attack Surface Management solutions.

Identity

- Explained and recommended PKI architectures for Axway Validation Authority.
- Yubico hardware keys for MFA. Setup Certificate Authority and Domain controller to use Yubikeys as a substitute for CAC/PIV (smartcards). Setup Yubikeys to be used for login to Gmail and O365.
- Configured and managed Active Directory to implement least privilege. Implemented Windows Server GPOs to enforce security policies.
- Understanding of IAM concepts such as Authentication / Authorization / Federation / Single Sign-On / User Lifecycle Management / Provisioning / Governance / Workflow

Networking

 20+ years experience configuring and troubleshooting networks, including simple and complex wired and wireless networks.

- Installed and configured wired and wireless network hardware and software.
- Selected and configured hubs, switches, and smart switches.
- Selected, installed, and configured IDS/IPS/UTM solutions.
- Selected, installed, and configured firewalls (Sonicwall, Netscreen, Watchguard, Cisco Pix)
- Configured and maintained VPN's.
- Network troubleshooting (manually, Wireshark, Solarwinds).
- Set-up VLANS for network segmentation.
- DHCP and DNS configuration and troubleshooting.
- Application performance issue troubleshooting through use of networks.
- Set-up automatic failover of WAN connections for HA purposes.
- Set-up and used alternative to TCP/IP (Circadence) for satellite connections.
- Demonstrated, configured, and applied KEMP Application and DNS load balancers and WAFs.

Application Development

I have been a team member as well as lead on many software development projects. These responsibilities included business analysis, requirements development, architecture design, security design, source control manager and coding.

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- Developed and maintained product selection software for Seibu Giken NA (2005-2015). This included development and maintenance of the source code, development and maintenance of installers and production of physical media for distribution.
- Developed custom inventory and control system for DME with tight integration to customer's customized accounting system
- Source code control manager (Visual Source Safe) on projects at Citibank and OAO
- Developed customized member portal, from .Net Nuke type template, for Real Estate Agent association. The system included payment processing and integration to accounting system.
- Developed volume level deduplication architecture for AvePoint and oversaw the testing and rollout of the product feature.
- Developed architecture, development and implementation plan for US NAVY for PMW 240 NIAPS 3
- Used Git, GitHub and JIRA in working with product teams

Cloud Infrastructure

- AWS, Azure and GCP environments-provisioned and used OS's, storage, servers, databases, networking, security, third party firewalls (Palo Alto) and other third party applications. Used for production workloads, testing workloads and demo environments.

Virtualization

- HyperV, VMWare ESX

Containers

- Docker-basic usage to get things done

Programming

- Visual Basic 3/4/5/6/VB.net, C#, VBA (Excel, Access, Word, Visio, Project), Access SQL, Oracle PL/SQL, T SQL. Some experience with UML, DOORS, ASP, ASP.net, IIS, HTML, VBScript, PHP, JavaScript, Python.

Databases

- SQL Server, Oracle, MY SQL, Access, ERD, ETL (design, development and programming triggers and events).

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AREAS OF EXPERTISE

- Skilled in Business Development & Sales
- Driving Revenue and Profit Growth
- Defining Account Management Strategy
- Developing Robust Business Relationships
- Expertise Supporting Federal Clients
- Developing Proposals and Presentations
- Developing and Executing Sales Strategies
- Surpassing Performance Targets

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