



Business
Intelligence

Data
Center

Cloud

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Enterprise Computing Solutions

Executive Biographies

Matthew Rochford

Vice President, Cybersecurity Group

ARROW ENTERPRISE COMPUTING SOLUTIONS

Matt Rochford serves as vice president of the Cybersecurity Group for Arrow's enterprise computing solutions business in North America. In this capacity, Matt is responsible for our security, big data and analytics lines of business. The CSG business unit provides channel enablement, sales operations, marketing, engineering and services capabilities for our supplier community that includes Palo Alto Networks, Splunk, RSA, Fortinet, Gemalto, McAfee, Trend Micro, Carbon Black and more.

With 20+ years of experience at Arrow, Matt earned a reputation of delivering growth by leveraging his experiences, such as operational excellence required from inside sales, customer alignment required from field sales, and the disciplined cadence required from sales leadership functions across Arrow's enterprise computing solutions and components divisions. Most recently, Matt was responsible for the account management, business development, value-added services functions and sales excellence initiatives across Arrow ECS North America. Matt started his career at Arrow as a sales and marketing representative, eventually leading the entire EMC line of business before moving to vice president of North American sales.

Prior to joining Arrow, Matt ran a start-up delivery services business, managed a sporting goods store and served in the US Marine Corps during the Gulf War. Matt will continue to split his time between Denver and Minneapolis where he and his wife, Amy, live with their son, Bennet. Their daughter McKenna is nearby and attending college at Iowa State University.



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