

Profile

Entrepreneurial spirit with **14 years of information security** experience. Served as a trusted advisor to the senior management. Lead **technical marketing team** in the areas of **competitive research**, product positioning and sales enablement. Acknowledged ability to understand technology in context of business. Strong **network security implementation** background.

Achievements

- » Created and managed demos at McAfee's **Executive Briefing center** consisting of 12 McAfee products including Network Security Platform, Vulnerability Manager and McAfee Application whitelisting.
- » Regular speaker at **McAfee's user conference Focus**. Presented on incident response using SIEM, Network Security Platform, **Defcon CTF** packet capture and buffer overflow protection using McAfee Application whitelisting. It was one of the few presentations with live demo.
- » Predicted competitive positioning and provided guidance on strategy and demo for **Gartner** Vulnerability Management Market Scope. Gartner upgraded McAfee vulnerability Manager from "Positive" to "**Strong Positive**."
- » Selected as an employee of the month at iPolicy Networks (**first UTM company**) for managing AT&T's MSSP deployment and providing 75 bug fixes in less than 6 months.
- » First implementation of Stonegate firewall in India.
- » Created demonstration for "**Hacking Exposed**" which was viewed by more than 1500 customers and leveraged in various conferences and webcast for generating leads.
- » Responsible for third party reviews and received SC Magazine "**5 star**" rating for two consecutive years for McAfee Vulnerability Manager and ToPS for Compliance products.
- » Partnered with APAC region to enable channels in India on **Data Center Initiative**. Created pipeline of \$2.2 Million in less than one quarter, which is 10% of annual revenue of McAfee India region.
- » Parachuted in to high valued deals. Supported **\$30 Million of pipeline** in two years by providing **competitive intelligence** across nine McAfee products and 35 competitors in high value deals.
- » Bootstrapped IT-GRC services practice at Agilance. In less than a year, services revenue was the highest contributor to the top line.
- » Responsible for closing first major deal in APAC at iPolicy worth \$600,000.
- » Earned **CISSP**, CISA and CRISC, certifications. Successfully completed three **Blackhat** courses, "Shellcode Labs", "Web Application Hacking" and "**Network Forensics**."

Areas of Expertise

- » Proven skills in **coordination and management of large teams**. Managed virtual team of 15 located in three different geographies.
- » Broad implementation background in SIEM, Firewall, Unified Threat Management, **IDS/IPS**, Vulnerability Management, Application Whitelisting, Database security and configuration auditing.
- » Security Audit, penetration testing, competitive research and product positioning.
- » Secure network architecture using combination endpoint security, network security with security management and intelligence solutions.
- » Excellent communication and presentation skills. Reputation for honest and confident communication style.

Experience

Guavus

June-2013 – Till Date

Director Product Management, Security Analytics

- » Responsible for creating Advanced Security Analytics solution on Hadoop for service providers' mobile network.
- » Successfully created product requirements and delivered proof of concept.
- » Designed threat intelligence cloud by combining multiple threat intelligence vendors.
- » Responsible for product positioning and competitive analysis.

McAfee

Sept-2009 – June-2013

Technical Marketing Manager, Security Management

- » Bridge between Sales, Product Management and Product Marketing.
- » Selected as a core team member of the Risk and Compliance **CTO team**. Participated in new product development ideas and provided guidance on acquisition strategy.
- » Responsible for competitive research, sales enablement, and product positioning of nine products. Supported deals worth **\$30 Million in 2 years**.
- » Participated in multiple global initiatives such as **Datacenter initiative** as a technical marketing lead. Evangelized fully integrated network and endpoint security solution.
- » Created database security reference architecture for positioning McAfee's database solution by combining products from multiple business units and technology partners.
- » Participated in creating competitive sales plays (tools to enable sales.)
- » Received MVP of the quarter award for assisting sales on competitive product displacement.

Agilience

Apr 2007 – Sept 2009

Technical Marketing Manager & Sr. Solution Architect, GRC

- » Assessing user requirement for compliance (SOX, HIPAA and PCI) and translating them in to product requirement.
- » Assisting **Product Management** in creating auditor friendly features for compliance requirement and managing beta customers and feedback.
- » Imparting **Product Training** and creating demonstrations highlighting value of solutions, which can assist sales and presales teams to pitch the product.
- » **Competition analysis, SWOT analysis** and creating solutions based on market requirements. Providing competitive gap analysis for board meetings.
- » Conducting Risk assessment, risk modeling and compliance audit using Agilience IT-GRC platform for fortune 500 customers.

IPolicy Networks

Mar 2004 – Apr 2007

Sr. Security Architect, Unified Threat Management

- » Consulting solutions for CISO on Information Security, which included technology implementation, auditing, designing policies and procedures.
- » Assessing the impact of changes in the security solution and assisting engineering and **product management** on feature prioritization and design.
- » As a **Lead technical member** of **AT&T** MSSP deployment team, provided 75 bug fixes in span of 6 months and awarded the best employee of the month award.
- » **Promoted** within 1 year and gained responsibilities of managing customers in Southeast Asia and North America.
- » **Achieved 99.99%** uptime SLA at **AT&T** by coordinating with the team delivering critical patches and planning implementation based on the change control time window.
- » Designed and imparted training for Intrusion Prevention Firewall (iPolicy Product), which generated additional revenue for the company.
- » Lead technical member of Merger and Acquisition team.

Ramco Systems

Mar 2003 – Mar 2004

Senior Security Consultant, Security Integration

- » Security consultant at “Ramco Systems” handling security services for the west region.
- » Managed Information security for clients like **ICICI, Hathway, IL&FS Investsmart, VSNL, PNB, Hutch, IDBI, Merck, Wipro Spectramind, CCIL and CG E & Y.**
- » Successfully integrated ISS Real Secure IDS, Checkpoint NG and Webtrend reporter providing fully automated response and report against the attack.
- » Conducted **Compliance audit** and prepared the internal audit checklist based on **American Express Bank’s** Policy for Wipro Spectramind.
- » Designing and testing the operational procedures for disaster recovery, **BS-7799 Level 3** documentation for operational procedure of security products.
- » Product implementation and architecture designing for very large networks with multiple entry points into critical IT services.
- » Successfully completed certification for **Stonegate firewall CSGA**, and **ASF 5600 Nortel** certification.

Rolta India Ltd

Feb 2001 – Mar 2003

Security Consultant, e-Security

- » Designed the audit report format for vulnerability assessment service.
- » **Team leader** for the process audit conducted at Delhi, and penetration testing for <http://www.roлта.com> and <http://www.roлтасecure.com> web servers.
- » Implemented Gauntlet, Sniffer pro, NFR and Cybercop scanner
- » Designed the Audit deliverables as a key member of audit deliverable group.
- » Successfully completed **BS-7799 lead auditor certification.**
- » Conducted audit on ISP network and redesigned the ISP network architecture. Designed the Access Authorization and Disaster Recovery procedure.

Campazone Solutions

Mar 1999 – Jan 2001

Network Admin

- » Network administrator and a developer maintaining LAN and firewall for the company
- » Developing portals in ASP and software on VB 5.0.
- » Core team member for developing the software for **SIEMENS.**

Education, Courses & Certifications

- » Bachelor of Engineering (Electronics), Mumbai University
- » Blackhat Certification Course “Network Forensics: Blackhat Edition”
- » Blackhat Certification Course “The Shellcode Lab”
- » Blackhat Certification Course “The Web Application Hacker’s Handbook”
- » Certified in Risk And Information System Control (CRISC), ISACA
- » Certified Information Security Auditor (CISA), ISACA
- » Certified Information System Security Professional (CISSP), ISC2
- » Stonegate certified system architect, Stonesoft
- » BJ Fogg Behavior Design boot camp
- » Mandel Communication Training
- » Media Training