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CYBERSECURITY THOUGHT LEADER | RISK STRATEGIST | EXECUTIVE ADVISOR

EXECUTIVE SUMMARY

Strategic Partner and Cybersecurity Advisory Leader with 15+ years of experience driving enterprise security strategy, developing national reseller alliances, and executing joint go-to-market initiatives across the cybersecurity ecosystem. Highly connected within the global security community, maintaining trusted relationships with CISO and Director-level decision-makers across healthcare, financial, insurance, manufacturing, and technology sectors. Skilled in cultivating partnerships with value-added resellers (VARs) and OEMs. Recognized for combining technical fluency with strategic advisory expertise, enabling executives to align security, compliance, and growth. Skilled in developing joint business plans, enablement programs, and KPI frameworks that turn complex capabilities into scalable, revenue-driving outcomes. Trusted advisor to clients and partners, bridging executive vision, strategy, and innovation.

CERTIFICATIONS

- CEH (Certified Ethical Hacker), EC-Council, 2013
- ECSA (EC-Council Certified Security Analyst), EC-Council, 2014

PROFESSIONAL EXPERIENCE

SR. SECURITY ARCHITECT (Contract)

Radian | Remote | Mar 2025 – Sept 2025

- Advised the CISO and executive stakeholders on MFA program compliance with NYDFS and regulatory mandates, delivering board-ready updates and strategic recommendations.
- Developed security KPIs and tailored executive dashboards for Board, CISO, and Compliance teams, enabling data-driven decision making.
- Built an AI/Automation inventory and opportunity roadmap; conducted tool evaluations and created market guides for emerging AI security solutions.
- Aligned enterprise security tools and their capabilities to the CIS Framework, enhancing governance and standardization.
- Designed and implemented a SWOT matrix to benchmark security readiness for newly onboarded applications.
- Served on the ongoing planning committee for enterprise endpoint data protection initiatives, influencing strategic direction and implementation.
- Partnered cross-functionally with engineering, IT, and cloud operations teams to embed security and compliance controls into daily operations, accelerating remediation timelines and improving overall risk posture.

FOUNDER AND CEO

BarCode Security LLC | Remote | Sept 2020 – Present

- Built and sustained national OEM and VAR partnerships, serving as a trusted advisor and go-to-market strategist for joint client engagements.
- Developed and executed joint business plans and go-to-market initiatives with partners including IBM, SentinelOne, ThreatLocker, AWS, and BreachBits, achieving measurable growth and expanded market reach.
- Delivered strategic advisory and cybersecurity services, including vCISO, security awareness training, and program development, aligning partner technologies with client business, compliance, and risk objectives.

SKILLS

Solutions Architecture & Advisory · Full-Cycle Enterprise Sales Engineering · C-Level Relationship Development & Trusted Advisor Engagement · Strategic Account Planning & Territory Growth · OEM & Channel Partnership Development (Cisco, Palo Alto, Microsoft, AWS) · Complex Deal Negotiation & Closing · GTM Strategy & Regional Expansion (NY/NJ & Mid-Atlantic) · Pipeline Development & Accurate Forecasting · Joint Solution Positioning with Vendor Partners · Thought Leadership & Public Speaking · Team Mentoring & Sales Enablement · Market Intelligence & Competitive Positioning · Security Program Integration & Technology Roadmapping · Executive Communication & Board-Level Reporting · Industry Influence & Community Building

SPEAKING ENGAGEMENTS & THOUGHT LEADERSHIP

- Named “Cybersecurity Influencer to Watch in 2025” by CodeRed & Merritt Group
- DEFCON – Speaker (2025)
- BSides Philadelphia – Speaker (2024/2025)
- HackSpaceCon – Speaker (2025)
- SecureWorld Philadelphia – Speaker (2023,2024,2025)
- FutureCon Philadelphia – Speaker (2024)
- DataConnectors PHL = Speaker (2023/2024)

- Designed partner enablement programs such as executive briefings, co-marketing campaigns, and co-selling playbooks that strengthened alignment and accelerated sales cycles.
- Collaborated cross-functionally with sales, marketing, and product teams to develop unified partner messaging and drive pipeline acceleration.
- Implemented partner KPI dashboards and performance metrics to monitor success and optimize ROI.
- Produced thought leadership content, podcasts, and documentaries that amplified partner visibility and industry influence.

SENIOR SECURITY ARCHITECT | DATA SECURITY PRACTICE LEAD GuidePoint Security | Philadelphia, PA | Jun 2019 – Nov 2022

- Led enterprise data security and governance projects, providing strategic advisory to CISOs and executive teams on data protection, compliance, and security modernization initiatives.
- Partnered with national OEM and VAR alliances to co-develop enterprise security offerings, align go-to-market strategies, and deliver joint client solutions.
- Designed and implemented multi-layered security architectures leveraging DLP, CASB, IAM, and cloud-native controls to protect structured and unstructured enterprise data.
- Collaborated cross-functionally with sales, engineering, marketing, and product teams to create enablement content and executive briefings that supported joint sales motions and strengthened partner alignment.
- Served as a strategic liaison between vendor partners, account executives, and client leadership, ensuring consistent alignment on program objectives and measurable outcomes.
- Supported regional partner pipeline forecasting and KPI tracking to assess performance and identify new growth opportunities.
- Mentored junior consultants and architects, promoting excellence in data security design, client advisory, and cross-functional collaboration.

VP THREAT AND VULNERABILITY OFFICER The Bancorp | Wilmington, DE | Mar 2018 – May 2019

- Directed enterprise Threat & Vulnerability program, partnering with technology vendors to strengthen product integration and deliver measurable improvements in risk posture.
- Delivered executive-level risk communications and board briefings, translating technical findings into strategic business decisions.
- Developed metrics reporting for 3rd-party security program effectiveness, optimizing resource allocation, enhancing maturity.
- Enhanced application security testing, improving project delivery and overall information security quality while facilitating the adoption of new security technologies.

- **AI for Everyone – Speaker (Philadelphia, 2023, 2024)**
- **Midsize Enterprise Summit – Speaker (Orlando, 2023)**
- **FCON 25 (Virtual 2025)**
- **Boardwalk Bytes – Speaker (Atlantic City, 2024/2025)**
- **DEFCON - Adversary Village Panelist (2025)**
- **Regular keynote presenter and panelist on cybersecurity and executive strategy across both the Northeast and national events**

AFFILIATIONS

- **Cyber Circus Network – Founder (2022 – Present)**
- **InfraGard – Delaware Chapter Board Member (2014–2019)**
- **Cyber Job Academy – Trainer/Mentor (2019–2021)**
- **IANS – Faculty Member (2023–2024)**
- **Data Connectors – Executive Advisory Board Member (2024–Current)**
- **Delaware Data Protectors – Founder (2015 – 2020)**

CREATIVE & COMMUNITY INTERESTS

- **Community Cultivation**
- **Training & Mentorship**
- **Indie Filmmaking**
- **Graphic Design**
- **Content Creation**
- **Podcast Production**
- **Brand Development**

SENIOR SECURITY ENGINEER

Christiana Care Health System | New Castle, DE | May 2015 – Mar 2018

- Led data governance and data protection programs, advising executives on organizational risk posture and compliance alignment.
- Managed a Data Governance program, including User Behavior Analysis and File Access monitoring. Managed Cisco Web Security Appliance and Email Security for Office 365.
- Participated actively in vulnerability assessments, vulnerability analysis, threat identification, and provided corrective action recommendations, and reporting.
- Built training, education, and security awareness plans to drive culture development throughout the organization, as well as conducted end to end Risk Assessments.

THREAT AND VULNERABILITY ANALYST

The Bancorp | Wilmington, DE | May 2012 – May 2015

- Deployed, and supported information security systems and solutions, including Vulnerability Scanning, Web Application Pentesting and Security Design Reviews.
- Identified, prioritized, and eradicated vulnerabilities in computer systems and networks throughout the corporate environment.
- Developed policy and procedure to include enterprise information security governance, user awareness and training, disaster recovery, business continuity, etc.
- Conducted Third-Party Risk Assessments; conducted periodic user access reviews.