

I thrive on helping technology people and business people understand each other.

“The right job” is a long-term career opportunity where my unique blend of information security, hands-on technology, customer advocacy, management and business abilities can be leveraged and honed. I am...

...efficient, creative and unshakable under pressure;

...an exceptional business communicator and a skilled presenter comfortable before large audiences;

...a proven consultant, supervisor, sales engineer and project manager with an unbeatable customer satisfaction track record.

...steeped in nineteen years of professional IT experience, focused on enterprise security, networking, web, e-commerce and database-driven applications;

...an expert Unix/Linux, Windows and Mac System Engineer;

...an avowed geek. I am proficient with an alphabet soup of programming languages, networking protocols and architectures, including (among others) TCP/IP, Apache/IIS, bind/djbdns, sendmail/qmail/postfix, iptables, HTML/CSS, XML, JavaScript, perl, C, PHP, VB/ASP, SQL.

Professional Experience

My customers during the past decade have included Fortune 500 corporations across a variety of sectors in the Western United States, including Finance, Health, Energy, Telecommunications, Logistics, Entertainment, Aerospace, Law and Government.

Fidelis Security Systems

Senior Systems Engineer, August 2008 to present

I propel our worldwide sales and business development efforts by creating innovative approaches to the webinar/demonstration/proof-of-concept technical sales process, differentiating the Fidelis XPS data leakage prevention platform for prospects, customers, partners, analysts and resellers. I work with IBM and our other technology partners to create real-world solutions to customer challenges, I advise our customers on information risk strategy and I create and deliver technical training sessions for both internal and external audiences.

IBM Internet Security Systems

Senior Systems Engineer, October 2004 to August 2008

Senior Security Consultant, February 2001 to March 2004

At Internet Security Systems I was involved in planning, demonstrating, deploying, tuning and testing Intrusion Prevention, Network Monitoring, Vulnerability Management and Enterprise Reporting solutions with customers, in both pre- and post-sales contexts, driving both direct and channel transactions in the Western United States. I was regularly a featured speaker representing IBM and ISS at marketing events and conferences, covering topics ranging from data leakage prevention to XML security and the evolving threat posed by online criminals.

Earlier at ISS I delivered Information Security Assessments and Penetration Testing engagements for customers across the United States, and created internal web-based tools for improving the efficiency and effectiveness of our professional services practice.

eEye Digital Security

Senior Systems Engineer, March 2004 to October 2004

Technical advisor to channel, inside and outside sales executives supporting enterprise transactions in the Western US. Conducted trainings, demonstrations and seminars on eEye’s enterprise vulnerability management and remediation solutions.

JumpCut, Inc.

Senior Producer, October 2000 to February 2001

Established and outfitted a 15,000 square foot online production studio in Hollywood, CA., where we produced—among other events—the longest live webcast event in history (64 consecutive hours of live performances).

Onair.com, Inc. codec.com, Inc.

Vice President Operations, February 2000 to October 2000

Producer, Chat & Live Events, September 1999 to February 2000

- Designed, deployed, and automated a first-of-its kind multimedia encoding production infrastructure.
- Scoped, produced and delivered revenue-generating services engagements for external customers.
- Established chat and live event production infrastructure.
- Produced live webcast events from music venues in Southern California.

iXL, Inc.

Director of Live Production, April to September 1999

- Produced dozens of live Internet broadcasts per week for high-profile clients such as Yahoo!, WebMD, Fri-to-Lay, Excite! and Warehouse Music.
- Increased studio production capacity by 300% in 3 months.
- Managed a production team of fifteen producers, engineers and production assistants.

National Academy of Recording Arts & Sciences, Inc.–The Grammy Awards

Online Services Manager, 1998 to 1999

Information Systems Specialist, 1995 to 1998

- Launched and produced www.grammy.com in addition to specialized multimedia products on CD-ROM and on the web.
- Produced Internet events including the Grammy Webcast, a pioneering week-long live Internet event.
- Developed and implemented Information Systems strategies, procedures and support systems for 14 company locations, including servers and e-mail systems, LAN, connectivity, remote access and security.

California State University, Northridge

Residential Computing Coordinator, 1994 to 1995

Assistant Resident Director, 1993 to 1994

- Launched and led "Residential Computing Resources," a student service providing residential computer labs, in-dorm Internet access and technology training for campus residents at CSUN.
- Hired, trained and led a team of Residential Computing consultants.
- Served on campus emergency response and disaster recovery team after the 1994 Northridge Earthquake.
- Managed a team of Resident Advisors.

W. M. Keck Observatory, Mauna Kea, Hawaii

Software Aide, 1990 to 1992

- Created automated software testing systems, data analysis, ray tracing and data visualization software supporting design and construction of the world's largest ground-based astronomical telescope.
- Restructured telescope altitude/azimuth pointing system software.

Education

California State University, Northridge

- Bachelor's Degree in Music Industry Studies.
- Dean's list.
- Three years of additional interdisciplinary study in computer science, mathematics, electrical and computer engineering, business law and logic.

Personal

Outside of work my interests include programming PIC microcontrollers; restoring pinball machines; geocaching; running blogs, forums and wikis; audio/video production; building the next Web 2.0 sensation; creating kinetic art; and openly discussing such taboo subjects as politics and religion.