MOHAMED FAROUK MOSTAFA ZYADA

Cybersecurity Presales Director | CCIE #24249

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PROFESSIONAL SUMMARY

Cybersecurity presales leader with over 25 years across banking, government, oil & gas, and critical infrastructure. High-impact **Cybersecurity Presales Director** and **Executive Leader** with over **25 years of progressive experience** in security architecture, business development, and technical leadership. Proven track record in building and leading multi-disciplinary presales and professional services organizations from the ground up. Expert in designing complex, multi-vendor cybersecurity solutions tailored for high-stakes environments. Distinguished by a deep technical foundation as a **CCIE (#24249)**, coupled with an executive ability to engage **C-level stakeholders (CISO, CIO, CTO)**. Highly technical and client-centric, expert in leading the technical discovery phase, conducting high-impact workshops, and executing (POCs) that validate business value. Extensive expertise spans the full cybersecurity lifecycle, from strategic vendor onboarding to overseeing large-scale implementation projects. Recognized for driving high-impact digital transformations and accelerating sales pipelines through robust technical-commercial positioning and solution portfolio optimization.

Key Value Proposition

- **Strategic Leadership:** 25+ years heading projects and designing high-density customized IT solutions.
- **Presales Excellence:** Expert in advanced cybersecurity technology lifecycle, POC management, and technical workshops.
- **Technical Depth:** Over 20 years of progressive experience in professional services, growing from hands-on engineering roles to Professional Services Manager, leading diverse, multi-disciplinary engineering teams. Holds multiple industry-recognized certifications across leading cybersecurity vendors, with extensive expertise in delivering and managing enterprise-scale security solutions
- **Vendor Ecosystem:** Strong partnerships with 25+ global vendors, including the most well-known vendors all over the world

SELECTED IMPACT

- Influenced and managed a multi-million-dollar cybersecurity pipeline (**~$10M+ annually**) across enterprise banking, government, and critical-infrastructure accounts.
- Led cross-functional technical teams of **30+ engineers and security specialists** across presales, professional services, and SOC delivery.
- Delivered **five years of international experience in Qatar**, owning a 24/7 national security infrastructure for a Ministry of Interior command center.
- Expanded service footprint by **~40% within major financial accounts** (CIB, NBE) by aligning multi-vendor architectures to evolving threat and compliance requirements.

CORE EXPERTISE

Cybersecurity Presales Engineer with cross-domain expertise across core security technologies and solutions.

Domain	Tools, Vendors & Methods
Strategic Presales & Architecture	Presales Lifecycle, Solution Architecture Design, C-Level Engagement, RFP/RFI/RFQ Response, Statement of Work (SoW), with full technical proposal and presentation for the new technology and running technology, Proof of Concept (PoC) Management preparation, Technical Discovery, Value-Based Selling, Vendor Onboarding, Competitive Analysis, Technical Workshops & Demos
SOC, Detection & Response (SecOps)	SIEM (LogRhythm, QRadar, Splunk), SOAR (Cortex XSOAR), XDR (Cortex XDR), UEBA, Incident Response (IR), Threat Hunting, Malware Analysis, Digital Forensics, SOC Operations & Use Case Development
Network & Infrastructure Security	NGFW (Palo Alto, Fortinet, Cisco), Network Segmentation, VPN (IPsec, SSL VPN, DMVPN, GETVPN), Secure Access (ZTNA – Ivanti), NAC & Device Visibility (ISE, Ivanti IPS), Network Visibility SolarWinds, Forcepoint Email and Web Gateway and DLP, WSG Bluecoat/Broadcom, solid information about Encryption & Key Management/exchange, HSM, PKI & Certificate Management
Identity, Access & Zero Trust	Extensive experience delivering Zero Trust Architecture (ZTA) solutions, including Data Loss Prevention (Forcepoint, Symantec), Privileged Access Management (BeyondTrust – PAM, PRA, EPM), and Multi-Factor Authentication (OneSpan, Veridium, RSA Security), with foundational knowledge in Identity and Access Management (IAM)
Application & API Security	API Security (Kong, F5, Akamai, Imperva), WAAP (Web Application & API Protection), WAF (F5 BIG-IP, NGINX App Protect), API Gateway (Kong, NGINX Plus), API Discovery & Behavioral Analytics, Authentication (OAuth, JWT), Secure SDLC, OWASP Top 10
Cloud & Modern Workload Security	knowledge of Cloud Security (AWS/Azure fundamentals), Cloud Workload Protection (CWPP), Container & Kubernetes Security, Microservices Security, DevSecOps Integration
Vulnerability Management & Security Testing	Vulnerability Assessment (Tenable, Rapid7), BAS, CTEM, ASM; cyber ranges & simulation, foundational preparation for **DAST /SAST/ISAT (Black Duck), Penetration Testing Concepts, Risk-Based Prioritization**
Offensive Security & Exposure Management	BAS (Breach & Attack Simulation), CTEM (Continuous Threat Exposure Management), Attack Surface Management (ASM), Cyber Ranges & Simulation Platforms
Network Infrastructure	BGP, OSPF, EIGRP, MPLS; Cisco Nexus (7K/5K/2K); Catalyst; high-availability network design
Data Security	DLP (Forcepoint, Symantec); DRM (Seclore); data classification (Boldon James), a wide range of Multiple VPN IPsec, SSL/TLS, and quantum-resistant new encryption
Governance, Risk & Compliance	“Continuously review and analyze regulatory frameworks and industry standards (including CBE, SAMA, ISO 27001, NIST CSF, PCI-DSS, SWIFT CSP, and MITRE ATT&CK) to identify emerging technologies and align security offerings with evolving market and compliance requirements; conduct security architecture assessments and perform policy and control mapping for regulated environments.”

Technical Skills & Vendor Ecosystem

Presales Cybersecurity Engineer specializing in designing and delivering enterprise security solutions aligned with business and risk objectives

Category	Vendors & Technologies
Strategic Presales & Architecture	End-to-end Presales Lifecycle, Solution Architecture Design, C-Level Engagement, RFP/RFI/RFQ, Statement of Work (SoW), Proof of Concept (PoC), Technical Discovery, Value Selling, Competitive Analysis, Technical Workshops & Demos
SOC, Detection & Response (SecOps)	SIEM (LogRhythm, QRadar, Elastic, RSA NetWitness), SOAR (Cortex XSOAR), XDR (Cortex XDR, Trellix), UEBA, NDR (Darktrace), EDR/EPP (Trellix, Kaspersky), IDS/IPS/HIPS, Incident Response, Threat Hunting, Malware Analysis, Digital Forensics
Network & Perimeter Security	NGFW (Cisco Firepower, Fortinet FortiGate, Palo Alto, Check Point), VPN (IPSec, SSL VPN, DMVPN, GETVPN), Web Security Gateway (Forcepoint, Symantec), Email Security Gateway (Symantec, Forcepoint), Proxy & Secure Web Access
Identity, Access & Zero Trust	PAM (BeyondTrust), MFA/2FA (OneSpan, RSA), IAM, ZTNA (Ivanti, Appgate), Biometrics (Veridium), Identity Federation & Access Control
Data Security & Encryption	DLP (Forcepoint, Symantec), Information Security & DRM (Seclore), Encryption & Key Management, HSM concepts, Data Classification & Protection
Application & API Security	WAAP & WAF (F5 BIG-IP ASM/APM, NGINX App Protect), API Security (F5, Akamai, Imperva), API Gateway (Kong, NGINX Plus), Authentication (OAuth, JWT), Secure SDLC, OWASP Top 10, Bot Protection
Vulnerability Management & Security Testing	Vulnerability Assessment & Management (Tenable, Rapid7), DAST (Rapid7 InsightAppSec, Invicti), SAST (Black Duck, Checkmarx), Risk-Based Prioritization, Compliance & Audit
Threat Intelligence & Cyber Analytics	Threat Intelligence (Group-IB, Recorded Future, Mandiant, Google Threat Intelligence), Threat Detection & AI (Darktrace), Malware & Fraud Analysis
Cloud & Modern Workload Security	Cloud Security Fundamentals (AWS/Azure), Cloud Workload Protection (CWPP), Container & Kubernetes Security, Microservices Security, DevSecOps Integration
Offensive Security & Exposure Management	BAS (Breach & Attack Simulation), CTEM (Continuous Threat Exposure Management), Attack Surface Management (ASM), Cyber Ranges & Simulation Platforms (Cyber Ranges)
Network Infrastructure & Routing	Routing & Switching (BGP, OSPF, EIGRP, MPLS), Cisco Nexus (7K/5K/2K), Catalyst (6500), DSL/DSLAM, Motorola (Vanguard, Codex), Network Design & High Availability
Operation System	Completed advanced self-study in Operating Systems, covering process and thread management, CPU scheduling, memory management, virtual memory, paging, segmentation, file systems, synchronization, deadlocks, and operating system architecture

PROFESSIONAL EXPERIENCE

Cylert *Cairo, Egypt* Jan 2026 – Present

Head of Cybersecurity Solutions & Pre-Sales

- **Lead the cybersecurity presale's function**, defining strategy and roadmap for enterprise security solutions across high-growth markets.
- **Drive vendor evaluation, selection, and strategic partnerships**, integrating best-of-breed technologies to build comprehensive SOC and threat intelligence offerings.
- **Conduct executive-level consultations and deep-dive technical workshops**, aligning security architectures with business objectives and regulatory requirements.
- **Develop and deliver technical proposals and presentations** for both emerging and existing technologies, effectively articulating value propositions to stakeholders.
- **Continuously monitor industry standards and regulatory frameworks**, identifying emerging technologies and aligning offerings with evolving market demands and compliance requirements.

Hemaya Information Technology *Cairo, Egypt* Jan 2025 – Dec 2025

Presales Director

- Architected the end-to-end **presales lifecycle management** framework, significantly improving pipeline conversion rates through standardized methodologies and standardized Technical Proposals/SoW authoring.
- Delivering complex cybersecurity architecture solutions through multiple technologies, including SIEM, SOAR, XDR, PAM, MFA, UEBA, DLP, WSG, ESG, NGFW, VPN, LTM/ASM, EPP, EDR, NDR, XDR, IDS, IPS, HIPS, Routing, Switching, Vulnerability A/M, API Security, SAST/DAST, Cyber Battle, SOC domains
- Orchestrated the onboarding and partnerships of strategic cybersecurity leading vendors, including Cisco, Fortinet, Palo Alto, Forcepoint, LogRhythm, BeyondTrust, Ivanti, RSA Netwitness, Symantec, F5, FireEye "Trellix ", OneSpan, Tenable, rabid7, Black Duck, Motorola, Codex, CYBER RANGES, Seclore, Darktrace, Group IB, Dead Cult, Kaspersky, Record Feature, Mandiant, Google, Veridium,
- Established reusable solution architectures and templates, reducing proposal response time and enhancing technical delivery efficiency.
- Directed complex **Proof of Concepts (POCs)** and technical validations, including environment setup and performance benchmarking, securing competitive wins in the banking and government sectors.

Hemaya Information Technology *Cairo, Egypt* Mar 2020 – Dec 2024

Professional Services Manager

- **Managed four specialized cybersecurity practices — Network Security, Identity, Information Security, and SOC**, leading 30+ senior consultants and engineers across enterprise delivery.
- **Oversaw large-scale, multi-vendor security deployments** across complex environments, working with leading technologies and vendors including Cisco, Fortinet, Palo Alto, Forcepoint, LogRhythm, BeyondTrust, Ivanti, Symantec, F5, FireEye, Trellix, OneSpan, Tenable, Rapid7, Black Duck, Cyber Ranges, Seclore, Darktrace, Group-IB, Dead Cult, and Kaspersky.
- **Led the delivery and deployment of enterprise security solutions within professional services engagements**, including DLP (WSG/ESG), WAF/LTM, and EPP/EDR/XDR, alongside a comprehensive security stack (SIEM, SOAR, PAM, MFA, UEBA, NGFW, VPN, IDS/IPS, MDM, and Vulnerability Management), securing business-critical assets across complex production environments.
- **Delivered enterprise-scale implementations for major financial institutions (e.g., NBE, CIB, Banque Misr)**, including Palo Alto, Ivanti, Tripwire,LogRhythm SIEM, and OneSpan MFA.

- **Designed and implemented layered defensive architectures (DLP, WAF, EDR/XDR)** and expanded service footprint within key financial accounts by approximately 40% through multi-year engagements.

Arian747 IT Partners *Cairo, Egypt* Jan 2019 – Feb 2020

CTO

- Set the company's cybersecurity strategy and built out the vendor ecosystem, with LogRhythm SIEM as the anchor of the SOC offering.
- Delivered tailored security solutions for SMEs and larger enterprises, positioning the company as a niche specialist in SOC design and InfoSec consulting in the Egyptian market.
- Used a multi-vendor stacking approach to mitigate single-vendor risk and improve commercial flexibility for clients.

SEE — System Engineering of Egypt *Cairo, Egypt* Feb 2017 – Nov 2018

Professional Services Manager (Network Security & InfoSec)

- **Led a team of 16+ security architects and engineers**, delivering high-quality implementations and advanced professional services across Network Security and Information Security domains.
- **Structured and managed specialized delivery teams** (Security Architects and Professional Technical Engineers) to ensure scalable, high-standard service delivery for enterprise clients.
- **Negotiated and managed strategic vendor partnerships**, securing strong commercial agreements and enabling a competitive, best-of-breed portfolio across leading vendors, including Cisco, Fortinet, Palo Alto, F5, Forcepoint, Tenable, Gemalto, RSA, Trend Micro, Infoblox, and Symantec (Bluecoat).
- **Oversaw enterprise security deployments and advanced solutions delivery**, including SOC implementations, network security architectures, and comprehensive professional services engagements.
- **Directed vulnerability assessment and management programs for key accounts**, strengthening infrastructure resilience against modern threats and exploits.
- **Adopted a multi-vendor approach aligned with industry best practices**, ensuring flexibility, reduced vendor lock-in, and optimized security outcomes for clients.

NCC — National Command Center (Ministry of Interior) *Doha, Qatar* Nov 2012 – Jan 2017

Network Security Team Lead

- Led network and network security operations for Qatar's National Command Center (NCC), managing mission-critical, national-scale infrastructure operating 24/7 across data, voice, and video networks within a multinational team environment.
- Designed and implemented high-availability network architectures, including MPLS-based core infrastructure, data center networks, and layered security controls to ensure resilience and continuous operations.
- Built and managed a complex multi-vendor environment, incorporating Cisco (Nexus 7K/5K/2K, 6500), EMC data center technologies, F5 LTM/ASM for application delivery, and RSA for identity and access management.
- Architected and deployed a two-tier firewall architecture (Cisco ASA and Check Point), integrating RSA Identity Management to enforce secure administrative access and separation of management and data planes.
- Delivered high-performance data center and network solutions, supporting wired and wireless communications, including GPRS and TETRA systems, across large-scale infrastructure environments.
- Ensured continuous service availability and operational excellence across a highly complex environment with extensive networking equipment and critical national security requirements.

Equinox International Egypt *Cairo, Egypt* Jun 2011 – Nov 2012

Technical Team Leader (Network Security)

- **Pioneered the first Network Access Control (NAC) deployment in Egypt**, delivering Cisco ISE implementations for major banks (e.g., NDB, ADIB) using a distributed architecture (8 servers: 2 administration/monitoring and 6 policy nodes), and successfully demonstrated the solution for Banque Misr.
- **Designed and implemented comprehensive network and security solutions** across multiple projects, including Cisco ASA/Pix firewalls, IDS/IPS (v4–v7), HIPS (Host Intrusion Prevention Systems), and securing Cisco IOS-based networks.
- **Delivered end-to-end routing, switching, and network security architectures**, covering both network and application security layers across multi-vendor environments (Cisco, Fortinet, McAfee).
- **Maintained and supported Cisco ACS (v4/v5) deployments**, including AAA protocols, policy enforcement, and integration with enterprise security controls.
- **Demonstrated deep technical expertise across Cisco technologies**, including routers, Catalyst and multilayer switches, edge switching, and multiple operating systems (CatOS and IOS, hybrid and native modes), as well as firewall and IPS platforms (ASA/Pix v6–v8, IDS/IPS v4–v7).
- **Authored comprehensive CCIE Routing & Switching and Security technical documentation**, establishing internal engineering standards and best practices for implementation and operations.

SEE — System Engineering of Egypt *Cairo, Egypt* Jan 2007 – Jun 2011

Network Security Team Leader

- Configured and deployed Symantec SGS 5000 series security gateways, delivering firewalling, antivirus, anti-spam, content filtering, IDS/IPS, and email security solutions across a diverse enterprise customer base.
- Designed and built the National Security Center network, leveraging Nortel 8600 core and policy switches, with full fiber-optic backbone integration (multimode and long/short-haul modules).
- Implemented and integrated Nortel switching environments, including Policy 2000, 450, 310, and BayStack 10/100/1000 series, supporting high-performance multilayer network architectures.
- Deployed and supported Fortinet UTM (FortiGate) firewalls, contributing to early-stage implementations of next-generation firewall technologies.
- Designed and delivered university-scale network infrastructures, including MENIA University (using Paradyne DSLAM with SDSL/HDSL technologies across distributed campuses) and Assiut University (deploying 3Com switches/hubs alongside Cisco multilayer and core switches 4005/4007).
- Engineered DSL-based network solutions, including AVIT Network Company infrastructure using AdTran DSL technologies.
- Provided advanced technical support and infrastructure integration, spanning multiple vendors and technologies across enterprise and public-sector environments.
- Demonstrated strong expertise in Motorola networking and communication technologies, including Vanguard 300 series, routers (6520/6560), Codex 326x modems, UDS 3400, and digital modem 6500, across X.25, Frame Relay, PPP, and ISDN networks..

SEE — System Engineering of Egypt *Cairo, Egypt* Jan 2001 – Jun 2007

Network & Network Security Engineer

- Executed large-scale network transformations, migrating legacy Motorola infrastructure to modern Cisco routing and switching environments across multiple enterprise and government customers.
- Managed one of Egypt's largest WAN environments (Social Insurance Ministry), spanning 450+ sites connected via X.25 and Frame Relay technologies.

Key Projects & Technologies (Technology-Focused)

- VPN Technologies: IPsec (Site-to-Site), SSL VPN, GETVPN, DMVPN, GRE tunnels
- Security: Cisco ASA, FWSM, PIX, IDS/IPS, IOS Firewall, AAA/ACS, Stateful Firewall Failover
- Routing & Switching: EIGRP, RIP v2, HSRP, VLAN, VTP, STP/PVST+, Multilayer Switching (Catalyst 3550/6500/6513/2960)
- Network Services: DHCP Relay (IP Helper), NAT/PAT, Load Balancing (multi-ISP), Redundancy & Failover
- WAN & Connectivity: MPLS, Frame Relay, X.25, ISDN, PSTN, DSL (SDSL/HDSL), Long Reach Ethernet
- Multi-Vendor Exposure: Cisco, Fortinet, Stonegate, Motorola, 3Com

Core Responsibilities & Leadership

- Led end-to-end network strategy and delivery, covering design, deployment, operations, and optimization of enterprise infrastructure.
- Provided technical leadership and troubleshooting expertise, ensuring scalable, secure, and high-availability network environments.
- Implemented and enforced security controls and policies, strengthening overall infrastructure resilience across multi-layered network architectures.
- Drove continuous improvement and technology evolution, evaluating and adopting solutions aligned with business and operational needs.

Instructor – Networking and Security

Raya Academy & Ain Shams University | *Cairo, Egypt* Jan 2008 – Jan 2009

- Delivered professional training programs in Routing & Switching and Network Security, including CCNA and CCNA Security curricula.
- Designed and developed structured learning modules, enhancing training quality, student performance, and knowledge retention.
- Conducted hands-on technical sessions and assessments, preparing students for certification exams and real-world networking scenarios.
- Continuously improved training methodologies and course delivery, ensuring high standards of IT education and alignment with industry practices.
- Fostered an engaging and performance-driven learning environment, encouraging collaboration, competition, and effective knowledge acquisition.

SELECTED CLIENT ENGAGEMENTS

Customer	Solution Scope
CIB (Commercial International Bank)	Internal banking security aligned to PCI-DSS and SWIFT CSP: OneSpan 2FA, Tripwire FIM, Forcepoint DLP, Palo Alto NGFW integrated with web/email gateways
National Bank of Egypt (NBE)	LogRhythm SIEM (DC/DR distribution), Tenable Vulnerability Management, perimeter firewalls, IPS, VPN acceleration
Banque Misr	Forcepoint DLP (web + email), Ivanti MobileIron MDM, OneSpan 2FA for Internet Banking, Cisco ISE PoC
Central Bank of Egypt	MAQASA Network access secured via L2L VPN for all Egyptian banks.
Banque du Caire	DMVPN across 300+ branches; OneSpan 2FA and Tripwire FIM

Customer	Solution Scope
EGX (Egyptian Exchange)	Delivered Forcepoint email, web gateways, and sandbox security solutions, with Palo Alto NGFW deployments distributed across DC/DR environments.
PPC & GASCO	Implemented SCADA leak detection security, firewalls, PA and FTD, SSL gateways, Ivanti/Cisco NAC, and SolarWinds monitoring across national critical infrastructure.
Social Insurance Ministry	Connectivity and security across 450+ offices nationwide

EDUCATION

Higher Diploma in Telecommunication Systems

National Telecommunication Institute (NTI), Egypt, Sep 2001 — June 2003

- Specialization: Network & Data Communication Design
- Grade: Very Good (80.4%)
- Graduation Project: Performance

Bachelor of Science (B.Sc.) in Electrical Engineering

Ain Shams University, Faculty of Engineering, Egypt, Sep 1993— June 1999

CERTIFICATIONS & TRAINING

Cisco Certifications

- Cisco Certified Internetwork Expert (CCIE #24249) – Routing & Switching, (2009)
- CCIE Security Written (Lab Track)
- CCIE Service Provider Written (2015)
- Cisco Certified Network Professional (CCNP)
- Cisco Certified Network Associate (CCNA)
- Cisco Certified Security Professional (CCSP)
- Cisco Information Security Specialist (CISS)
- Advanced Security for Field Engineers (ASFE)
- Cisco Lifecycle Services Advanced Security (LCSAS)
- Advanced Borderless Network Field Engineer

Cybersecurity & Technical Certifications

- LogRhythm Certified Security Analyst (LRSA) & Platform Administrator (LRPA)
- Cortex XDR & Cortex XSOAR Certified (Advanced Training & Specialization)
- VMware NSX-T Data Center: Install, Configure, Manage (v3.0)
- RSA NetWitness (Logs, Packets, Administration, Hunting)
- F5 BIG-IP (LTM, APM) Configuration
- Forcepoint Data Loss Prevention (DLP)
- Symantec Security Gateway

- SonicWall Security
- Boldon James Data Classification Suite
- Ethical Hacking Training
- Windows/Linux Operating System

Professional Training & Specializations

Security Operations & SIEM/XDR/SOAR

- **LogRhythm** Administration & Analyst Training
- UEBA & Cloud AI (LogRhythm)
- Completed **AWS** cloud infrastructure training covering Amazon EC2, S3, VPC, IAM, Lambda, CloudWatch, CloudTrail, RDS, DynamoDB, ECS, cloud networking, security, and high-availability architecture concepts.
- Use Case Development & Solution Demonstration
- Cortex **XSOAR** (Incident Management, Playbooks, Investigation)
- Completed **CrowdStrike Falcon EDR** Administration training covering sensor deployment, host management, prevention policies, custom IOAs, IOC management, exclusions, quarantine management, and Falcon platform troubleshooting.
- Completed **CrowdStrike Falcon training** with practical experience in detection triage, threat hunting, endpoint investigations, CQL-based event analysis, Real Time Response (RTR), Falcon Sandbox, IOC/IOA management, containment, remediation, and SOC incident response workflows.
- **CrowdStrike Falcon Next-Gen SIEM** Bootcamp (Training)
  Completed hands-on training covering Falcon Next-Gen SIEM, Falcon LogScale, Fusion SOAR, data onboarding, threat hunting, incident investigation, detection engineering, and AI-assisted security operations.

Network, Infrastructure & Systems

- 3Com NBX IP Telephony (Advanced Technical Training)
- Motorola / Codex Communication Systems
- DSL, Modems & Wireless Communication Systems
- Maintenance of Electronic Systems (Radio & TV)

Additional Technical Training

- **OrCAD** Electronic Circuit Design (NTI)
- **Microsoft** Certified Solutions Associate (**MCSA** – Coursework)
- **Operating** Systems Fundamentals (Self-Paced Learning)
- **C++ Programming Fundamentals** (Self-Paced Training) **–** Variables**,** Data Types, Control Structures, Functions, Arrays, Structures, and Core Programming Concepts.

Emerging Technologies & AI

Generative AI & Prompt Engineering (Self-Paced Training)

- Applied prompt engineering techniques to enhance technical proposal development, solution positioning, technical documentation, research, and customer-facing content creation using ChatGPT and Generative AI.

Technical Documentation & Content Development

- Authored comprehensive technical documentation across Network Security and Routing & Switching domains, including full CCIE Routing & Switching and CCIE Security reference materials.
- Developed detailed implementation guides and hardening standards for leading security technologies, including Cisco (PIX, ASA, FTD), Fortinet FortiGate, Palo Alto NGFW, IDS/IPS, HIPS, and Cisco IOS Security.
- Produced specialized security documentation and comparative studies, covering API security (F5, Kong, Imperva, Akamai), data classification (Boldon James), Digital Risk Protection (DRP), and secure gateway solutions (Ivanti PPS).
- Created technical documentation for privileged access and endpoint security solutions, including BeyondTrust (PAM, EPM, PRA).
- Developed SLAs, technical proposals, and Statements of Work (SoWs) in collaboration with multiple vendors to support customer engagements.
- Delivered cybersecurity presentations and technical content for both client-facing and internal enablement purposes across a wide range of security technologies.

Key Achievements & Business Impact

- Influenced and managed **multi-million-dollar sales pipeline** (e.g., $10M+ annually) across cybersecurity and infrastructure solutions
- Led **cross-functional technical teams (30+ engineers & security specialists)** to deliver enterprise solutions and complex deployments
- Achieved **high presales success rates** through POCs, technical workshops, and RFP responses, consistently improving win ratios
- Drove **strategic account growth** within major financial institutions (e.g., CIB, NBE), expanding service footprint by up to **40%**
- Acted as a **trusted technical advisor** to stakeholders, aligning security architecture with business objectives

Leadership & Presales Expertise

- Owned the full presales lifecycle (solution design, demos/PoCs, proposals, stakeholder engagement) across complex enterprise environments.
- Positioned and integrated enterprise cybersecurity solutions, including XDR, SIEM, SOAR, NGFW, WAF, PAM, IAM, MFA/2FA, NAC, DLP, EDR/EPP, UEBA, Vulnerability Management, MDM, and API Security.
- Bridged technical and business stakeholders, aligning solutions with regulatory frameworks (ISO 27001, NIST, PCI-DSS, SWIFT CSP, MITRE ATT&CK) and accelerating deal closure.
- Leveraged multi-vendor ecosystems (Palo Alto, Fortinet, Cisco, Forcepoint, LogRhythm, BeyondTrust, Ivanti, Symantec, F5, Trellix, Kaspersky, OneSpan, Tenable, Rapid7, Darktrace, Group-IB) to deliver best-of-breed architectures.

Verified Credentials & Vendor Logos

LANGUAGES

English — Fluent **Arabic** — Native