**STEVE R. SMITH, CISSP, CISM**

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**SUMMARY**

*Senior certified information security professional with 26 years of technical, business, and leadership experience.*

**CAREER HIGHLIGHTS**

*Synopsys Software Integrity Group, Technical Account Manager*

*December 2022 – Current*

* Support Strategic Customers with Black Duck (SCA), Coverity (SAST), WhiteHat (DAST), CodeSight (IDE plugin), Software Risk Manager (formerly CodeDX), and Seeker
* Present and provide guidance on how to “shift-left” in the SDLC using Synopsys solutions in Pipelines, Docker containers, and/or Orchestration platforms
* Assist customers with Synopsys best practices and fundamentals
* Assist customers with training issues related to submitted support tickets
* Work with Engineering, Product, and Support to provide value and resolve customer issues; help bring in other technical resources as necessary
* Participate in Critical Accounts processes to try to turn accounts from “Red” to “Green”
* Present product and solution-oriented content during Lunch & Learns and other technical meetings
* Understand and be able to discuss application security threat landscape including GenAI, Crimeware, bots, supply chain, etc.

*Contrast Security, Professional Services Solution Architect*

*April 2021 – November 2022*

* Created Contrast Assess and Protect Runbooks for customers; worked with internal documentation team to improve product documentation
* Created robust demonstration environment that included Jenkins Pipelines using Jenkins Secrets, Docker, and docker-compose for Dotnet (Framework and Core), Go, Java, Node, Python, and Ruby sample vulnerable web applications with either monolithic or microservices architectures
* Demonstrated and explained Contrast best practices around instrumentation and key enabling features and functionality; help customers with remediation
* Provided instructions, demo, guidance, and best practices surrounding Contrast’s solutions including IAST/RASP (SCA is built-in) and SAST products
* Provided consultative advice to customers on Contrast and vulnerability management best practices and configurations; including how to include Contrast solutions in Pipelines to support customer’s SDLC and/or DevOps/DevSecOps
* Provided initial troubleshooting; escalated to Support when necessary
* Partnered with product team to help inform product roadmap and advocate for customer enhancement requests
* Ran PS engagements including drafting and delivering consulting reports

*Consumer Affinity, Founder and CEO*

*October 2018 – April 2021*

* Designed company’s business processes and ran all marketing campaigns
* Acted as product owner and manager; including negotiating development contracts; product concepts, design of all user interfaces and screens
* Operated application frontend, backend, and Amazon EC2 environment
* Modified application PHP code and security settings in EC2 including enabling CloudWatch and supervised changes to Security Groups, Load Balancers, and providing contractors with rights to environment via IAM
* Responsible for all aspects of application development including the SDLC, product security including security monitoring, penetration testing, and application security
* Create and operate the company’s websites which later turned into building websites for non-profits and friends

*NTT Security, Technical Security Advisor*

*October 2017 – October 2018*

* Led effort to develop Service Catalog and building Attack Surface Analysis product to map networks, services, and IT assets and Threat Analysis using various Open Source tools and techniques
* Used Power BI, Tableau, and Excel Power Pivot to perform data research, data analysis, and data visualization
* Evaluated customer’s current state and made recommendations for Engineering improvements related to rules and parsers

*Qualys, Post-Sales Technical Account Manager*

*May 2016 – October 2016*

* Identified and addressed gaps and opportunities for improvement in customer's programs, training, and processes related to Vulnerability Management, Application Security/Secure Application Development and Compliance
* Customer advocate and liaison to Product management, Operations and Engineering
* Maintained relationships with stakeholders and managed annual account renewal and sales processes including upsells and new solutions; carried renewal and new sales quotas
* Assisted customers with the deployment of Vulnerability Management scanner appliances including initial configuration and recommendations for placement

*Qualys, Regional Vice President*

*August 2015 – May 2016*

* Hired, trained, mentored, and led a regional team of pre-sales and post-sales Technical Account Managers
* Oversaw and accountable for managing sales processes to projected targets; carried sales quota target for entire region
* Maintained situational awareness of problems and elevated to appropriate departments for internal discussions and resolution
* Responsible for maintaining understanding of products, release schedules, and marketing strategy
* Represented region in monthly sales update calls

*Mandiant, Engagement Manager*

*August 2013 – July 2015*

* Acted as Interim Chief Information Security Officer for large retail organization, provided input for CAPEX and OPEX budgets; made recommendations for staffing, risk posture improvements and technical controls enhancements; led the monthly Information Security Steering Team meetings
* Hired staff, maintained project schedules and budgets
* Managed ongoing engagement life cycles including customer communications, project quality, and contractual deliverables
* Contributed technical experience to projects in consulting portfolio including Cloud Security, Platform Security, Application Security, Security Program, and Incident Response

*Qualys, Post-Sales Technical Account Manager*

*May 2011 – July 2013*

* Identified and addressed gaps and opportunities for improvement in customer's programs, training, and processes related to Vulnerability Management, Application Security/Secure Application Development and Compliance
* Customer advocate and liaison to product management, operations and engineering
* Maintained relationships with stakeholders and managed annual account renewal and sales processes including upsells and new solutions; carried renewal and new sales quotas
* Assisted customers with the deployment of Vulnerability Management scanner appliances including initial configuration and recommendations for placement

*Alert Logic, Product Manager*

*December 2008 – May 2011*

* Worked with cross-functional teams to build requirements and implement changes to Vulnerability Scanner technology and updated platform to meet changing PCI DSS Approved Scan Vendor (ASV) requirements
* Developed process and procedures for the integration of OSSEC into log manager product stack
* Conducted research on competitive market, sales, and customer requirements for Log Management, Managed IDS, Application and Vulnerability Management
* Wrote product requirements and user stories for product enhancements; worked with executive team to negotiate product enhancements
* Worked directly with engineering and support to implement product enhancements and explore customer related product issues

*Symantec, Principal Systems Engineer*

*February 2008 – November 2008*

* Assisted sales with identifying and addressing technical objections and prospect requirements for Control Compliance Suite and SIEM products
* Led customer and prospect technical project discussions
* Functioned as product and domain knowledge leader for sales, field SEs, and customers

*Harland Clarke, Acting Director of Information Security and Sr. Security Architect of Major Accounts*

*February 2006 – February 2008*

* Managed Atlanta information security team, projects and security initiatives
* Led efforts to identify and integrate Harland’s security organization and processes during transformation project
* Responsible for managing major account impact to security program
* Marketed program and initiatives to business, IT, and partners
* Recommended changes to security program including Enterprise Vulnerability Management and Application Security including the selection of Qualys and Fortify, obtaining buy-in from process owners and server administrators
* Participated in the assessment, identification, and recommendations of changes to security architecture and control environment

*Ernst & Young, Assistant Director and Engagement Manager*

*November 1998 – February 2006*

* Managed all aspects of attack and penetration, vulnerability assessment, and host review projects
  + Exploited web applications, databases, Windows and UNIX systems
  + Wrote shell scripts, expect scripts, and modified exploit source code as necessary
  + Researched vulnerabilities looking for new ways to compromise systems
* Assisted E&Y in fighting CodeRed by building and operating Snort sensors
* Managed internal compliance efforts of 110+ countries in a culturally and technically diverse organization of 130,000+ employees
* Lead instructor for two years of the Extreme Hacking: Defending Your Site information security education course
  + Taught class materials with combination of live instruction and labs
  + Responsible for set up and tear down, updated labs, student/server laptops, and classroom materials
  + Conceived and built CheckPoint Firewall 1 on a laptop with three interfaces (two PCMCIA and one parallel port)

*Deloitte & Touche, Consultant*

*December 1997 – November 1998*

* Assessed internal controls during internal audits to client engagement letters
* Interviewed process owners to learn about internal processes, documented internal controls; evaluated internal controls for strengths/weaknesses
* Created work papers and deliverables documenting deficiencies and recommendations for improvement

*Transocean Offshore, Internal Auditor*

*July 1997 – December 1997*

* Assessed and documented controls during internal audits; made recommendations to process owners
* Traveled abroad internationally to audit field sites and locations
* Interviewed process owners and documented internal controls
* Created work papers and deliverables; wrote recommendations and discussed with Director of Internal Audit

**CERTIFICATIONS**

Certified Information Security Professional (CISSP), 8/2002, certification #35287

Certified Information Security Manager (CISM), 12/2007, certification #0808930

**EDUCATION**

University of Houston, BBA in Accounting – August 1996

Northeastern University, Masters of Business Administration – 1 year completed

**PUBLIC SPEAKING**

Hawaii ISACA – 2003

Clarke American Brown Bag Lunch - 2006

Alert Logic Company Meeting - 2009

Houston ISACA – 2015

**CAUSES**

Gulf Coast Tiny Paws Rescue – built and operate website, former Board Member

Houston Tidelanders – built and operate website, former Marketing Board Member