



CONTACT

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EXCELLENCE SPHERE

- Cyber Security Specialist
- Define Security Strategy
- Vulnerability/Reputability
- Access Control/Secure Data
- Compliance with Security Frameworks like ISO 27001, GDPR, PCI
- Information Risk Management
- Initiation/Scoping/Planning
- Resource Allocation/Utilization
- Sales & Marketing Expert
- Meet Stakeholder Expectations
- Client Relationship Management
- Engagement Management

CORE SKILLS

- Managed Detection & Response (MDR), GRC, XDR, Consulting, IT Security Assessment
- Application & Network Security testing services
- Cloud computing on Amazon AWS
- Google Associate Cloud Engineer Training (ACE)
- Model of the Masters - Consultative Sales Framework
- CompTIA Network+
- Cybersecurity Virtual Internship (NPC)
- CompTIA Security+

do main strategizing solutions for complex cyber security requirements. Experienced in working with both cyber security products as well as security service delivery to enable organizations/clients to strengthen their security posture.

PROFESSIONAL EXPERIENCE

- **Regional Sales Director** HCL – Bangalore 04/2024 till date.
Responsible to identify existing and new prospects and position HCL's Security portfolio for Lifesciences and Healthcare Vertical.
 - **Infrastructure & Cloud Security:** Zero Trust Assessment, SASE, Managed Attack Path Simulation (MAPS), Hybrid Cloud Security, Perimeter & Network Security, Vulnerability Management & Penetration Testing.
 - **Application Security:** DevSecOps Implementation, Application Security Assessments, Mobile/Web Application Security, API Security Testing, Threat Monitoring & Secure SDLC.
 - **Identity & Access Management:** Managed Identity as a Service (MiDaaS), Identity & Access Governance, Privileged Account Security & Identity of Things (IDoT)
 - **Data Security & Data Privacy:** Data classification & discovery, Data de-identification & tokenization, Cloud Data Security & DLP, Enterprise Key Management
 - **Governance Risk & Compliance and Resilience:** Regulatory Compliance & Risk Management services, Business Continuity Management Services, Cyber-Resiliency as a service.
 - **Security of Things**

Cyber Security Sales Specialist IBM - Bangalore

05/2022 -04/2024

Responsible to identify and position IBM's Security portfolio:

- **Threat Management Portfolio:** Q Radar SIEMSOAR, XDR, Log Insights, EDR & Ransomware ASM
- **Digital Trust Portfolio:** Guardium, Verify IAM & PAM & MaaG360 (MDM/UEM)
- **Region:** APAC (Focusing on ASEAN countries)
- Engaged closely with Client C-level Executives
- Collaborated with OEMs, partners & SIs to diversify the portfolio

Senior Manager Sales & Key Accounts Paladion Networks Private

Limited, ATOS - Bangalore

02/2016 - 05/2022

- Led sales of Paladion's Cyber Security Services to large and medium-sized enterprises, covering MDR, Consulting, and IT Security Assessment.
- Consistently achieved revenue targets.
- Conducted product presales and presentations.
- Managed accounts across multiple regions.
- Engaged closely with C-level Executives.
- Collaborated with OEMs to diversify the portfolio.
- Oversaw SI projects and collaborated with various OEMs on technologies like Firewalls, WAFs, PIM, AntiAPT, DDoS, IDAM, SIEM, and SaaS services.
- Worked closely with Tier 1 & Tier 2 partners to develop pipelines, expand market

Bachelor of Commerce

ME S College - Bangalore

Bachelor of Commerce & Accounting

High School Diploma

St. Thomas Aquinas School -

Bangalore

SSLC State Syllabus

- Analyzing the business: Conduct deep dive analysis and provide routine executive-level reporting on the seller's current business and future opportunities
- Publish recommendation and action plans based on data.

■ **Seller Relationship Manager** Flipkart Internet Private Limited -

Bangalore

12/2014 - 09/2015

- Responsible for identifying seller's potential, increasing their sales, managing seller quality and aiding in fulfillment of seller products
- Managing inquiries and providing resolutions
- Acting as a primary interface for sellers, assisting them through the loan application and approval process and providing service on their inquiries
- Range Selection & Vendor Development
- Tracking the category gaps and building gaps
- Negotiations with vendor & brands for better margins
- Part of the business development team and responsible for targets, incentives, and revenue
- Managing key improvement initiatives and projects. Drive new product launches and relationship extensions by partnering with the business development and onboarding teams
- Analyzing the business: Conduct deep dive analysis and provide routine executive-level reporting on the seller's current business and future opportunities
- Publish recommendation and action plans based on data.

■ **Officer Executive Support Business Development** Tesco HSC -

Bangalore

11/2010 - 11/2014

- Key Account handled (70-80 accounts were handled per annum)
- Executive Assistant and Business Consultant for global clients
- Responsible for retaining sales with vendor management team and seek further profits.
- Increase the level of sales and business mix from individual clients
- Been able to match appropriate products to clients' requirements
- Been able to demonstrate a full knowledge of all products, relevant selling points and benefits
- Maintain a current and accurate knowledge of competitor products, be able to highlight their disadvantages and promote relevant benefits
- B2B relationship with the new prospects and existing partners.

■ **Process Executive Client Support** Infosys - Bangalore

07/2007 - 07/2009

- Responsible for maintaining customer satisfaction by implementing better ways to address customer's needs and queries
- Handle Billing and Service queries for both - Telephone and Broadband Services
- Developing strong interpersonal relationships with the team & constantly work on the agreed SLA's
- Take Escalation calls whenever there are urgent requests or complaints by