

# Thomas (Tom) Jackson

Dallas, TX | (972) 740-7367 | <https://www.linkedin.com/in/thomasjacksonjr/> | TJackson1@tx.rr.com

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## PROFILE

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Cyber Security leader with extensive industry, business development, solution development, team building, strategic sales, product marketing and operations experience aligned with a strong engineering background. Focused on client relationships that drive cyber security solutions for the IT / OT / IloT environment, Cloud, Assessments (SIG), GRC, Risk Modeling and Analytics, Risk Frameworks and Remediation strategies. Focusing on internal strategy development and external strategy execution.

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## CORE SKILLS / COMPETENCIES

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- IT, OT, IloT, Transformation
- Client Relationship Building
- Tool Strategies
- Digital Convergence
- Security & Governance GRC
- Cyber Resiliency
- Supply Chain Risk
- Risk Mitigation & Remediation
- Team Building
- Cloud Migration
- Third Party Partnerships
- Solution Development

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## PROFESSIONAL EXPERIENCE

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**ACCENTURE – Dallas, TX**

**Present**

### Senior Manager, Technology Security Consulting

Global practice lead, driving resilient cyber security ecosystems for industrial and commercial markets

- Lead client facing OT cybersecurity business development, sales, and delivery.
- Deliver comprehensive cyber security compliance Assessments and Risk Assessments (SIG), providing risk maturity and visibility into cyber blind-spots supported with actionable prioritized findings and remediation roadmaps.
- Translate assessments to remediation, focusing on technology-based cybersecurity solutions.
- Develop client RFP, proposals, SoW, and pricing strategies for OT cybersecurity solutions.
- Establish and maintain long term client relationships with key stakeholders – “land and expand” strategy.
- Interface with client executive teams, spearheading technology discussions, identifying needs to translate to requirements. Proving value base proposals and services.
- Engage client C-suite, Board of Directors and CISO on cybersecurity assessments and audit findings.
- Advise clients on risk ratings that factor not only cyber risks but factoring in operational risk to business.
- Created comprehensive risk frameworks to help clients identify risks and vulnerabilities, define security gaps, and develop prioritized remediation roadmap strategies.
- Support client pursuits across multiple sectors such as O&G TSA, P&U, Chemical, Food-Bev, Real Estate (BAS/BMS), Healthcare IoMT, Hi-tech semiconductors, Telecom 5G, and Manufacturing Factory 4.0.

**ERNST & YOUNG, LLC – Dallas, TX**

**2016 – 2020**

### Senior Manager, Technology Consulting, OT Cyber Security

Practice leader, developing and delivering OT / IloT cybersecurity solutions for industry.

- Coordinate, develop and deliver an ecosystem of cyber security solutions as a team member of a leading Big 4 consulting firm. Exceed margin goals by 5% and revenues at 10% CAGR.
- Focus on strategy roadmaps, technology innovation, and developing market presence. Exceeded margin goals by 5% and revenues at 10% CAGR
- Organize and develop a cyber security team of diverse subject matter experts (SME) and experiences, leveraging team’s breadth and depth of knowledge to deliver excellence increasing win rate to 80%.
- Collaborate across internal business units to create a comprehensive “Playbook” of cyber security services that demonstrate the strength of the firm enabling multiyear, multi-million-dollar cyber engagements.

- Identify new opportunities in strategic growth markets. Develop strategies, market overview and technology offering.
- Research market demand, outline solutions, developed budgets, marketing collateral and go-to-market strategy. Increasing cyber market share in new markets by over 50%.
- Advise clients on enabling cyber security strategies, factoring not only cyber risks but risks as they relate to business, operations, and overall corporate resiliency increasing client cyber resiliency by 50%.
- Successfully engage client C-suite, Board of Directors and CISO on cyber assessment and audit findings.
- Deliver comprehensive cyber security compliance Audits and Risk Assessments (SIG), providing risk maturity rankings and visibility into cyber blind-spots supported with actionable findings and remediations.
- Facilitate and drive firm's strategy of developing client relationships and developing a comprehensive cyber security message to establish EY as a leading IT/IoT/OT cyber security thought leader.

**SCHNEIDER ELECTRIC – Dallas, TX**

**2013 - 2016**

**Director, Cyber Security Services**

2015–2016

Director, Global Cyber Security Advisory Services. Empowering top performing teams, delivering client value.

- Created and delivered OT-ICS-IoT-IT solutions as part of a leading global manufacturer of industrial controls systems for industry, manufacturing, transportation, and energy which increased revenues to \$350MM.
- Increased revenue growth promoting cyber life cycle; Assess, Develop, Implement and Manage.
- Negotiated client pricing and contract deliverables as well as addendums and clauses.
- Led cyber team on the development of sector specific cyber security solutions, technology, pricing, proposals, and go-to-market strategies exceeding margin goals by 10%, growing revenue at 12% CAGR.
- Delivered over 500+ cyber security projects, including security control remediations.
- Spearheaded team budget, utilization, sales quota, margin targets, bi-weekly forecasts and pipeline revenue reporting, project finances and AOP (annual operating plan).

**Principal Consultant, Cyber Security Consultant**

2013–2015

Principal Consultant, Global Cyber Security Advisory Services driving client relationships as trusted advisor.

- Spearheaded cyber security sales strategy and oversaw execution and delivery exceeding \$20MM quota.
- Managed cyber security teams from client engagement, proposal, pricing, and final delivery.
- Designed remediation network architectures and oversaw implementation of the designs.
- Oversaw the overall team's utilization, project schedules, FP&A and invoicing.

**INVENSYS Control Systems – Dallas, TX**

**2010 - 2013**

**Principal Consultant, Cyber Security Solutions**

Principal Consultant, Global Cyber Security Advisory Services delivering cross sector value based cyber security solutions.

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**CYBER STANDARDS / INDUSTRY FOCUS**

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- NIST (800-82, 800-53), NIST-CSF, IEC (62443, 61508, 61511), ISO, CIS-20, NERC, CFATS, CSET, OWASP, MITRE, NICE, ICS-CERT, FISMA, ENISA, TSA SD-02C
- P&U, O&G, Chemical, Manufacturing, Transportation, Telecom, Real Estate, Data Centers, Life Sciences / Medical, Financial, Government, Smart Buildings (BAS HVAC), IIoT, Smart Factory / Industry 4.0, Cloud Security, Technology Media Telecom (TMT)

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**EDUCATION**

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- **Bachelor of Electrical Engineering** (BSEE), Minor Mathematics, University of South Carolina

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**CERTIFICATIONS / ORGANZIATIONS**

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- CISSP Certified Information Systems Security Professional
- ISO-27001 Certified Cyber Security Senior Lead Auditor
- AWS Certified Cloud Practitioner CLF-C01
- AZ-900 Microsoft Azure Cloud Fundamentals
- CWA Certified Wireless Administrator
- Dept of Homeland Security (DHS) Chemical-terrorism Vulnerability Information Authorized User (CVI)
- InfraGard Member (in partnership with the FBI)
  
- ISA - Smart Manufacturing and Industrial Internet of Things division (SMIIoT)
- ISA – Building Automations Systems division (BASD)