

Thomas Jackson

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Career webpage

- ThomasJackson.info
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rain·mak·er – one who initiates progress to ensure success.

OBJECTIVE

Drive growth of Cybersecurity (IT, OT, IIoT) practice through solution innovations and cross functional sales. Defining strategic direction, creating new market opportunities, and excelling at execution. Expanding Cybersecurity as a thought leader, and client's trusted advisor. Converting client needs to actionable requirements.

PROFILE

Go-to-Market strategic development and solution development. Proven record of increasing revenues in emerging markets and leveraging mature business environments. Leveraging a cyber, operations, sales and engineering background.

SKILLS

- **Consulting** by establishing relationships, becoming the trusted advisor
- **Sales** performance tied to quota with revenue and margin goals
- **Marketing** strategies focused on regions, sectors and supporting collateral
- **Management** through optimizing people and finances to meet objectives
- **Industry** focused; O&G, P&U, Manuf., Chem, Life Sci., Datacenters
- **SME** for IT, OT, ICS, IoT, NIST, ISO, CIS, Industry, and Infrastructure

EMPLOYMENT HISTORY

Accenture	Present
• IT/OT/IoT/Cloud cybersecurity practice	
Ernst & Young - EY	2016-2021
• IT/OT/IoT advisory risk cybersecurity practice	
Schneider Electric	2013-2016
• IT/OT/IoT cybersecurity consulting	
Invensys	2010-2013
• IT/OT/IoT cybersecurity consulting	
Sale Fish Marketing	2009- 2010
• Technical strategic marketing and business development	
Nortel	1998-2009
• Data & Telecom sales, operations, business development, product marketing	
Siemens	1996-1998
• Telecom strategic sales and business development	
Ericsson	1995-1996
• Data & Telecom technical sales and business development	
Texas Instruments	1989-1995
• Semiconductor design, sales and strategic marketing	
Ethyl Chemical - Electronic Materials	1985-1989
• Semiconductor QA, development, technical sales support	

Education

- Bachelor of Science in Electrical Engineering, University of South Carolina

Certifications

- CISSP, Certified Information Systems Security Professional
- ISO-27001, Certified Sr. Lead Auditor
- AWS Cloud CLF-01 and Azure AZ-900