

Thomas Jackson

OT/IoT Cybersecurity Executive

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CAREER PREVIEW

Cybersecurity executive with extensive business development, solution development, team management, strategic sales, product marketing and operations experience aligned with a strong engineering background. Focusing on client relationships that drive cybersecurity solutions for the Industrial Control Systems (ICS) in Operational Technology (OT) and Industrial Internet of Things (IIoT) environments. Transforming marketing strategies to reality, increasing revenues in emerging markets and leveraging mature business environments.

BUSINESS SKILLS

OT, IIoT, ICS, PLC, SCADA
Client Relationship Building
Team Management

Drive Revenue and Margin
Internal/External Positioning
Go-to-Market Strategies

Consensus Building
Project Management
Third Party Partnerships

PROFESSIONAL EXPERIENCE

ERNST & YOUNG, LLC – Dallas, TX

Present

Senior Management, Advisory Risk, Cybersecurity (2016-Present)

Global practice lead, focusing on driving industrial cybersecurity solutions for OT and IIoT clients

- Responsible for OT ecosystem cyber strategy, market growth, innovation and solution development
- Drive cross sector sales on emerging IIoT technologies and develop industrial sector use-cases
- Establish a OT cybersecurity practice, increasing client awareness and year over year sales growth
- Co-developed an OT/IIoT tool set for automated comprehensive risk & vulnerability analytics
- Develop, collaborate and drive OT/IIoT/ICS cybersecurity strategies - internally and externally
- Delivered cyber security risk compliance assessments for the industrial sector. Identifying and quantifying risk & vulnerabilities with remediation strategies in accordance with the OT environment
- Develop service portfolio and engage with clients across industry to present security solutions and services on OT: O&G, P&U, Chemical, Real Estate, Manufacturing, Critical Infrastructure
- Support client pursuits, driving strategy, pricing and developing client engagement materials to establish EY as a leading OT/IIoT cybersecurity thought leader

SCHNEIDER ELECTRIC – Dallas, TX

2013 - 2016

Director, Cyber Security Solutions (2015–2016)

Global ICS/OT/IIoT controls manufacturer. Lead global practice of cybersecurity SME's in the development of cross sector OT/IIoT cyber solutions

- Drive Industrial OT cybersecurity message across internal sales team and external clients
- Develop and deliver cyber solutions for Industrial Controls, Critical Infrastructure and IIoT
- Manage cyber security solution team and AOP (annual operating plan) through client engagements
- Develop and deliver IIoT cyber solutions as part of the larger IIoT/Cloud Solutions business
- Delivered over 500+ OT cybersecurity projects, including security control remediation
- Develop and execute annual strategic plan for assessments, solutions, growth, and marketing
- Standards: NIST 800-82, NIST CSF, IEC 62443, CIS 20, NERC CIP, ISO 27002

Principal Consultant, Cyber Security Consultant (2013–2015)

Global ICS/OT/IIoT controls manufacturer. Lead team of cybersecurity SMEs in developing, selling and delivering ICS/OT/IIoT solutions into industrial sectors and company verticals

- Drive revenue growth promoting cyber life cycle; Assess, Develop, Implement, Manage
- Manage cyber security teams from client engagement, proposal, pricing and final delivery
- Develop the long-range strategic plan for cyber security services
- Drive focused cyber services for key targeted verticals, delivering with complete market packages
- Oversee the overall team's utilization, project schedules, FP&A and invoicing

INVENSYS – Dallas, TX

2010 - 2013

Principal Consultant, Cyber Security Solutions

Establish cyber security brand, develop collateral, drive business synergies and commercialize solutions

- Managed and executed an aggressive marketing campaign to establish the team's credibility, with both internal business and external clients.
- Commercialized first cyber turnkey solution. Access control and with industry specific rules in a box
- Created the 'Cyber Advisor' monthly newsletter, cyber blog, cyber solution collateral, cyber industry specific mailing campaign as well as team video and webpage presence.
- Streamlined the proposal and pricing process through the use of automated tools
- Focused on regulatory based industries; Power (NERC), Nuclear (NEI0809), Water (AWWA), Chemical (CFATS), Oil & Gas (Best Practices, Industrial standards)

SALE FISH MARKETING – Dallas, TX

2009 - 2010

Marketing and Business Development Strategies

Social media marketing strategies, Go-to-market implementation and competitive market analysis work.

Focusing on cybersecurity, technology and industry

NORTEL – Richardson, TX

1998 – 2009

Global telecom manufacture. Supported sales, marketing and commercial development of wireless telecommunication infrastructure.

Global Sales Operations & Business Development Manager (2006–2009)

Commercial Marketing Operations & Business Development (2002–2006)

Solutions Marketing Business Development (2000–2002)

Sr. Technical Sales Engineer (1998–2000)

SIEMENS – Richardson, TX

1996 – 1998

Global telecom manufacture. Supported business development and sales of wireless infrastructure into strategic worldwide regions and key accounts

Sr. Sales Manager & Business Development

ERICSSON – Richardson, TX

1995 – 1996

Global telecom manufacture. Supported sales, marketing and commercial development of wireless telecommunication infrastructure.

Technical Sales – Wireless Radio Systems

TEXAS INSTRUMENTS – Dallas, TX

1989 – 1995

Global semiconductor manufacturer. IC/RF design engineer, process engineer and strategic marketing manager for commercial and defense (DoD, DARPA) projects

Strategic Marketing and Business Development (1992–1995)

Process Development RF Engineer (Defense Systems-DSEG) (1989-1992)

ETHYL ELECTRONICS MATERIALS DIVISION – Dallas, TX

1985 – 1989

Global chemical manufacturer. QC/QA and technical sales support for semi-conductor division

Quality Assurance Engineering and Technical Sales

CERTIFICATIONS

- Certified Information Systems Security Professional (CISSP)
- Certified ISO-27001 Cyber Security Lead Auditor

EDUCATION

- University of South Carolina: Bachelor of Science - Electrical Engineering (BSEE)
Minor Mathematics