

# Thomas Jackson

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*rain·mak·er* – one who initiates progress to ensure success.

## OBJECTIVE

Drive growth of Operational Technology (OT) ICS cybersecurity practice through solution innovations and cross functional sales. Defining strategic direction creating new market opportunities, excelling at execution. Establishing OT practice as thought leaders, and client's trusted advisors 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 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, Manufacturing, Real Estate, Water, MMM
- **SMR** for OT, ICS, IoT, NIST 800, ISO, CIS, Industry and Infrastructure

## EMPLOYMENT HISTORY

<b>Ernst &amp; Young - EY</b>	Present
• OT/IoT Advisory Risk Cybersecurity practice	
<b>Schneider Electric</b>	2013-2016
• OT/IoT cybersecurity consulting	
<b>Invensys</b>	2010-2013
• OT/IoT cybersecurity consulting	
<b>Sale Fish Marketing</b>	2009- 2010
• Technical strategic marketing and business development	
<b>Nortel</b>	1998-2009
• Data & Telecom sales, operations, business development, product marketing	
<b>Siemens</b>	1996-1998
• Telecom strategic sales and business development	
<b>Ericsson</b>	1995-1996
• Data & Telecom technical sales and business development	
<b>Texas Instruments</b>	1989-1995
• Semiconductor design, sales and strategic marketing	
<b>Ethyl Chemical - Electronic Materials</b>	1985-1989
• Semiconductor QA, development, technical sales support	
<b>Control Data Corporation</b>	1984-1985
• Network equipment manufacturing engineer	

## Education

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

## Certifications

- CISSP, Certified Information Systems Security Professional
- ISO-27001, Certified Lead Auditor
- DHS - CVI