

Thomas (Tom) Jackson

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Summary of Experience

Cyber security executive 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/IoT environment, IAM, Cloud, Risk Modeling and analytics, Risk Frameworks and Remediation strategies. Focusing on internal strategy development and external strategy execution.

Core Skills and Competencies

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| • IT, OT, IoT, Transformation | • Security and Governance | • Consensus Building |
| • Client Relationship Building | • Cyber Transformation | • Project Management |
| • Strategy Roadmaps | • Cyber Frameworks | • Third Party Partnerships |
| • Team Building | • Risk Mitigation | • Solution Development |
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Professional Work Experience

ERNST & YOUNG, LLC – Dallas, TX

2016 – Present

Senior Manager, Technology Consulting, OT Cyber Security

Global practice lead, driving resilient cyber security ecosystems for industry

- Responsible for developing and delivering an ecosystem of cyber security solutions as a team member of a leading Big 4 consulting firm. Increased margin goals by 5% and revenues at 10% CAGR.
- Focusing on strategy roadmaps, technology innovation, and developing market presence.
- Build and develop long term client relationships with key stakeholders – “land and expand”.
- Build 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.
- Provide clients, a comprehensive breadth and depth of knowledge to address their needs.
- Identify new business opportunities in strategic growth markets. Develop strategies, market overview and technology offering. Research market demand, outline the solutions, developed budgets, marketing collateral and go-to-market strategy. These areas included Real Estate, Data Centers, IoT, Smart Factories and 3rd party network monitoring solutions. Increasing cyber market share in new markets by over 50%.
- Deliver client excellence, driving increased client awareness and year over year growth.
- Drive demand of emerging technologies; IoT, IAM, Smart Technologies, Zero Trust and SoC transformation. Utilizing internal teams and external 3rd party relationships.
- Developed comprehensive risk frameworks to help clients identify risks and vulnerabilities, define security gaps, and develop prioritized remediation roadmap strategies.
- Work with clients to develop 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%
- Present cyber security solutions and findings to the C-Suite, Board of Directors and CISOs.
- Lead client pursuits from the identify stage through delivery and closing. Developing the approach, solution offering, scope of work and pricing strategies.
- Delivered comprehensive cyber security compliance Audits and Risk Assessments, providing visibility into cyber blind spots. Supported with actionable findings and remediations.
- Supported global regional teams in the client pursuits across multiple sectors such as; O&G, P&U, Chemical, Food-Bev, Real Estate (BAS/BMS), Transportation, Telecom, Wastewater, Financial, Data Centers, Manufacturing, Entertainment, Life Sciences, Government and Financial.
- Support firm’s overall of 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.
- Manage team yearly budget for growth, training, tools, and marketing. As well as monthly utilization, pipeline revenue reviews and financial planning.

SCHNEIDER ELECTRIC – Dallas, TX

2013 - 2016

Director, Cyber Security Solutions (2015–2016)

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

- Developed and deliver OT-ICS-IoT-IT solutions as part of a leading global manufacturer of industrial controls systems for industry, manufacturing, transportation, and energy. Increased revenues to \$350MM
- Drive revenue growth promoting cyber life cycle; Assess, Develop, Implement and Manage.
- Negotiate client pricing and contract deliverables as well as addendums and clauses.
- Drive OT cyber security awareness across internal sales teams and external clients.
- Lead 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
- Oversaw a cyber security team of SMRs in client pursuits, proposals, and delivery.
- Collaborated with Product Engineering and integration of security features.
- Cross sold cyber solutions in collaboration with the Industrial Controls teams.
- Delivered over 500+ cyber security projects, including security control remediations.
- Foster third party relationships for cyber security solution development and cross selling.
- Responsible for team budget, sales quota, margin targets, bi-weekly forecasts and pipeline revenue reporting, project finances and AOP (annual operating plan).
- Responsible for utilization, quarterly reporting on operations metrics, sales forecast, Financial FP&A.
- Developed and execute annual strategic plan for cyber security solutions, growth, team training, and marketing budgets.

Principal Consultant, Cyber Security Consultant (2013–2015)

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

- Drive cyber security solution sales strategy, oversee execution and delivery. Exceeding \$20MM quota
- Manage cyber security teams from client engagement, proposal, pricing, and final delivery.
- Design remediation network architectures and oversee implementation of the designs.
- Drive focused cyber services for key targeted verticals, delivering with complete market packages.
- Collaborate with OT-ICS Product Marketing and Product Management teams on cyber solutions
- Oversaw the overall team's utilization, project schedules, FP&A and invoicing.

INVENSYS – Dallas, TX

2010 - 2013

Principal Consultant, Cyber Security Solutions

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

NORTEL – Richardson, TX

2000 – 2010

Global Business Development Manager, Enterprise Team. Bringing creative, client focused solutions to market

Global Sales Operations & Business Development Manager (2006–2010)

Commercial Marketing Operations & Business Development (2002–2006)

Solutions Marketing Business Development (2000–2002)

Cyber Standards & Industry Focus

- NIST, NIST-CSF, IEC, ISO, CIS-20, NERC, CFATS, CSET, OWASP, MITRE, NICE, ICS-CERT, ENISA
- P&U, O&G, Chemical, Manufacturing, Transportation, Telecom, Real Estate, Data centers, Life Sciences, Financial, Government

Education & Certifications

- University of South Carolina: Bachelor of Electrical Engineering (BSEE), Minor Mathematics
- CISSP Certified Information Systems Security Professional
- ISO-27001 Certified Cyber Security Lead Auditor
- CompTIA Pentest+
- Dept of Homeland Security (DHS) Chemical-terrorism Vulnerability Information Authorized User (CVI)
- InfraGard Member (in partnership with the FBI)