

## KEVIN BLACK

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### PROFESSIONAL OVERVIEW

Cybersecurity leader with over 20 years of experience driving **\$80M+** revenue pipelines, forging C-level partnerships, and delivering innovative security programs for Fortune 500 clients. Expertise in security governance, risk mitigation, and strategic planning, with a proven record of developing programs that reduce risk and vulnerabilities by **90%**. Certified CISSP with an MBA, adept at aligning IT and security strategies to achieve business objectives.

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### SKILLS

- Cybersecurity Strategy & Governance - Business Development & Sales Strategy
  - Strategic Planning & C-Level Engagement - Team Leadership & Mentorship
  - Vulnerability Management, Compliance - Security Architecture & Risk Assessment
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### PROFESSIONAL EXPERIENCE

#### Cybersecurity Practice Director, Wipro

Remote | 2022-2025

Advise key accounts and coordinate cross-functional teams to develop and execute strategic cybersecurity initiatives.

- Developed business plans for security initiatives, such as identity management, data security among others across **key accounts**.
- Strengthened client relationships through planning and resolution of complex problems
- Aligned IT and security strategies, enhancing client compliance with industry standards.

#### Cybersecurity Practice Director, Atos

Remote | 2019-2022

Led security business growth for North American healthcare accounts, overseeing sales and solution development.

- Worked closely with customers to frame and solve complex technical and human resource challenges with innovative solutions such as network and app vulnerability and risk management, identity management, data security, security monitoring and response,
- Developed a comprehensive security program for a new client, reducing compliance gaps by **50%** and elevating them to a top strategic account.
- Collaborated with CIOs and CISOs to align security and IT initiatives with business goals.

## **Various Roles (Client Security Officer, Account Security Officer, Consultant), EDS/HP Enterprise Services**

Remote | 2007-2019

Held progressive roles in security strategy, operations, and consulting, driving multimillion-dollar opportunities for global clients.

Helped develop and managed a high-performing team of CISOs that embedded with our strategic customers to help shape solutions to complex business and technical problems

- Developed a program to reduce vulnerabilities by 90% through a standardized vulnerability management program for Symantec and operationalized it across several other key strategic accounts in the Americas
- Developed programs to improve compliance, (e.g. PIC, SOX), enabling 100% audit success for key accounts.
- Developed risk assessment framework based on industry standards, best practices, and current environmental and industry trends. This was used to build and tailor strategic plans that addressed long term technical and business needs

## **Early Career**

- **Security Architect, Salinas Valley Memorial Healthcare System (2003-2007):** Designed secure network architectures, ensuring HIPAA compliance and reducing incident response time by **40%**.
- **Owner, Secure Solutions (2001-2004):** Delivered security consulting, including risk assessments and incident response.
- **Senior Security & Network Engineer, Pivotal Integration, Inc. (2000-2001):** Managed Security Operations Center and developed security offerings.
- **Network Manager, Kaiser Permanente (1997-2000):** Oversaw network infrastructure and supported application integration.

## **MILITARY EXPERIENCE**

### **Electronics Shift Supervisor & Technician, United States Navy**

Various Locations | 1991-1997

- Led teams of technicians, overseeing electronics maintenance and quality assurance.
- Served as IT administrator, developing skills in systems troubleshooting and security protocols.

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## **EDUCATION & CERTIFICATIONS**

- **Master of Business Administration (MBA)**, University of Phoenix, 2007
- **Bachelor of Science, Business/Information Systems**, University of Phoenix, 2001
- **Certified Information Systems Security Professional (CISSP)**, ISC<sup>2</sup>
- **Professional Development:** SANS Institute (Intrusion Detection, System Forensics, Network Auditing, Wireless Security)