

Jeff Silver
2 Finn Court
Newark, DE 19702
302-420-2705

Email: jeff_silver777@yahoo.com

Objective:

- Academic Advisory Council Member for Cyber Security Programs

Career Experience:

RSA Corporation; Bedford, MA

October 2008 to Present

SE Manager

I am directly responsible for leading the Mid-Atlantic and NY SE Teams for RSA. In this role, I have had the opportunity to build cohesion and team unity over the last three years. This has led to the highest SE retention rate for SEs in the company. I continue to maintain my teaching presence both inside RSA, as well as on the speaking circuit professionally at various security conferences across the US.

Senior Security Sales Engineer

Provide direct pre-sales technical support for the RSA North American Sales Team working specifically with our Data Loss Prevention Solution. I worked as the Product Technical Lead for our DLP solution from 2008 through 2012. I was responsible for helping our largest customers architect solutions using Data Loss Prevention technology. In addition, I was responsible for the technical training to other technical personnel across the company globally. I was awarded RSA Top SE of the Year in 2010 for my work and expertise in this area.

IBM Inc; Armonk, NY

January 2007 to September 2008

Senior Security Sales Engineer

Provide direct pre-sales technical support for the IBM 'General Business' Sales Team. This involves working successfully in a collaborative sales model.

- Expertise in Network and Host Intrusion Detection and Prevention Systems
- Expertise in Vulnerability Assessment and Management Systems
- Work directly with my customers to architect the best security solution set for their environment
- Work jointly with Law Enforcement regarding Cyber-Criminology Awareness
- Presented Cyber Criminology topics to ISSA [Baltimore Chapter]
- Actively assisting the Host IPS Product Management Team develop more advanced feature sets for the Server Product

Network Associates/McAfee Inc; Santa Clara, CA

May 1996 to December 2006

Senior Security Sales Engineer

Provided direct pre-sales technical support for the IPS Sales Team, and specifically in support of the largest enterprise customers in the North East United States.

- Served as the Core Team Leader for the McAfee Host IPS Solution
- Consistently provided SE Training for my peers at World Wide Training Events
- Author and Editor of many internal technical and sales documents
- Worked jointly with Law Enforcement regarding Cyber-Criminology Awareness
- Presented Cyber Criminology topics to audiences such as Infragard, ISSA and HTCIA
- Recipient of the World-Wide SE of the Quarter award in 2004 and 2005
- Prior to my work below as Competitive Intelligence Analyst, I was a Senior SE for the Sniffer Division of Network Associates covering NJ and NY

Competitive Intelligence Analyst and Technical Trainer

Being a part of the Product Management Team, I conducted all aspects of competitive intelligence for the Sniffer Division of Network Associates.

- Assisted the Product Managers in the development of their MRDs and PRDs based on the current and future competitive landscape
- Assisted Product Managers in developing product bundling solutions and pricing models based on competitive and technical future trends
- Worked directly with Product Development and Management to assist in new product feature 'priority assessment' and development
- Worked directly with Product Marketing on our solution messaging, competitive displacement programs, as well as product launch materials
- Conducted technical SE training world-wide on behalf of Product Management and Marketing
- Was responsible for all the competitive sales and technical documentation, as well as maintaining the competitive portion of our web site
- Was a member of the 'Society of Competitive Intelligence Professionals' and worked with our legal department to ensure that all McAfee Intelligence Analysts worked within the SCIP ethics standards

Certifications:

CISSP #56375

Security+

SCE [Sniffer Certified Expert]

CNX #1173 [Certified Network Expert]

NAX [Network Analysis Expert]

Professional Memberships:

HTCIA [High Technology Criminal Investigation Association]

Infragard

ISC2 [Delaware Chapter Secretary]

FBI Citizen's Academy

Academic Advisory Board for Delaware Technical Community College [Cyber Program]

Academic Advisory Board for Embry-Riddle Aeronautical University [Cyber Program]

Education:

Embry-Riddle Aeronautical University, Florida

Bachelor of Science, Aviation Business Administration [1989]