



ICS

NAJO R. IFIELD

ICS CYBERSECURITY EVANGELIST
AND BUSINESS DEVELOPMENT

OBJECTIVE

Leverage years of experience and an extensive network of cyber security leaders and communities of interest to raise awareness and reduce the risks facing industrial control system and critical infrastructure components. Partnering with a capable organization to deliver excellent, professional services solutions that deliver undeniable value to our clients.

SKILLS

Repeated success in developing long term, loyal business partnerships with senior security and business leaders who have critical infrastructure accountabilities.

Developing and delivering persuasive presentations building general cyber security awareness and highlighting specific organization capabilities to solve problems and deliver value.

EXPERIENCE

BUSINESS DEVELOPMENT – ICS CYBER SECURITY • ACCENTURE • SEPTEMBER 2015 – FEBRUARY 2017

Identified and acquired ICS cyber security consulting opportunities within Accenture's growing Resources division.

Target clients consisted of medium and large oil and gas companies, and major public energy companies.

In most cases the drive for security comes from the CIO/CISO while the budget for remediation lies with the operations lead. Relationship development is required at both injection points for the sale to be sponsored, budgeted and closed; often building relationships and awareness within the client organization is the first step.

Within the first 14 months following hire, successfully procured 10,000 hours of consulting to deliver risk assessment, incident response planning, strategic roadmap development and operational delivery procedures.

NAMED ACCOUNT MANAGER • ACCUVANT • OCTOBER 2014 – JUNE 2015

Built regional brand awareness by leveraging extensive relationships in established cyber security communities and targeted, executive marketing events.

Worked closely and proactively with vendor partners to identify mutually beneficial opportunities and champion their technology to clients. Maintained a current understanding of partner pricing models and deal registration programs to ensure efficient and streamlined delivery.

Clearly communicate expectations with clients, vendors and delivery staff throughout the sales lifecycle to ensure satisfaction of all parties and maximum effectiveness of the delivery.



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SKILLS

Leads by example with a commitment to service excellence, flawless delivery and post-sales follow through.

Valued contributor and champion for cyber security communities with local, national and global responsibilities.

EXPERIENCE CONT.

**DIRECTOR BUSINESS DEVELOPMENT • TELUS COMMUNICATIONS INC.,
TELUS SECURITY SOLUTIONS • FEBRUARY 2013 – OCTOBER 2014**

Consistently exceeded sales, revenue and profit objectives month over month.

Reporting to the Vice President, TELUS Security Solutions, I was expected to grow the cyber security business across Alberta, Saskatchewan and Manitoba as well as nationally within the energy vertical.

Directly accountable for management of the sales team, oversight of the Security professional services team, planning, creation and delivery of marketing events focused on the delivery of managed security services, consulting and advisory services, and product resale and integration.

Exploited understanding of the business impacts of cyber security risks to establish lasting relationships with senior client executives.

Productive integration with other business unit sales teams within TELUS to identify and recommend cross-product opportunities to leverage security as a differentiator and enhanced revenue opportunity.

Development and management of direct and indirect sales channels, partnerships and local strategic contacts in the industry across the spectrum of cyber security solutions: firewalls, intrusion prevention systems, SIEM, endpoint and mobile security, data leakage protection vulnerability management and GRC automation.

As a member of the TELUS Security Solutions national senior leadership team, I participated in the definition and execution of the Security business unit objectives while balancing the competing objectives of regional business units each with unique operating cultures.



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EXPERIENCE CONT.

CHANNEL DEVELOPMENT MANAGER • TREND MICRO CANADA • NOVEMBER 2009 – DECEMBER 2011

Increased channel participation 300% through classroom education, marketing events, deal registration program and leveraging global manufacturer alliances to increase company profile.

Reporting to the Canadian Director of Channels and Marketing, I maximized the revenue potential of Trend Micro products within channel partners.

Accountable for planning, organizing and managing all channel related functions to achieve the company objectives for revenue growth, profits and visibility.

Developed annual business plans which established revenue and non-revenue objectives which included events, certifications, technical training and other strategic metrics for the channel partners.

SENIOR ACCOUNT MANAGER • ACCUETRUST SECURITY • JANUARY 2009 – NOVEMBER 2009

Drove the selling cycle of several multi-million dollar, multi-year deals often initiated through competitive RFP process.

CORPORATE ACCOUNT MANAGER • LONG VIEW SYSTEMS • JANUARY 2007 – JANUARY 2009

Reporting to the Director of Sales, was responsible for closing professional service deals and hardware sales across the company's 11 core practices.

Improved revenue growth rate by 625% and increased margin from 30% to 45%





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EDUCATION

BACHELOR OF COMMERCE PROGRAMME • UNIVERSITY OF SASKATCHEWAN

VOLUNTEER EXPERIENCE AND LEADERSHIP

EXECUTIVE COMMITTEE MEMBER, CONTROL SYSTEM CYBER SECURITY ASSOCIATION INTERNATIONAL (CS)²AI • DECEMBER 2016 TO PRESENT

MEMBER OF THE NATIONAL COUNCIL, CANADIAN CYBERSECURITY ALLIANCE • APRIL 2016 TO PRESENT

FOUNDING COMMITTEE MEMBER, CALGARY BSIDES • NOVEMBER 2015 TO PRESENT

DIRECTOR AT LARGE, EVENTS CHAIR, (ISC)² ALBERTA CHAPTER • FEBRUARY 2015 TO PRESENT

MEMBER OF THE BOARD, PROGRAM DIRECTOR, CALGARY SECURITY PROFESSIONALS INFORMATION EXCHANGE (SPIE) • OCTOBER 2014 TO PRESENT



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