

# ADAM S. ROTH

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## CYBERSECURITY DIRECTOR

*Seasoned Security Engineer and IT Infrastructure Manager with director- and VP-level experience in the design and oversight of enterprise IT security and communications infrastructures*

Proven leader of enterprise-level technology programs, operations and infrastructures that drive profitability and productivity for growth-oriented companies. Exemplary leadership, coaching and communication talents, with exceptional abilities in partnering and building relationships with vendors and stakeholders. Excel at designing, architecting and deploying leading-edge technologies for robust enterprise IT security infrastructures. Myriad certifications, training and high-level expertise in IT security / cybersecurity. *Strengths include:*

- Cybersecurity Architecture
  - IT Operations Management
  - Disaster Recovery / Redundant Systems
  - Team Building & Leadership
  - Project Management & Delivery
  - Endpoint Detection and Response Design
  - Enterprise IT Security Infrastructures
  - Security Solution Design & Development
  - Customer, User & Vendor Relations
  - Infrastructure / Network / System Support
  - Budgeting & Technology Procurement
  - Microsoft Azure Deployment (SIEM, Defender)
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## PROFESSIONAL EXPERIENCE

IBM, New York, NY

### **Senior Managing Consultant** (1/2022 to Present)

Serve as key advisor to high-profile IBM clients in providing Security Intelligence & Operations Consulting (SIOC) and Threat Management consulting services for North America Security Services practice. Work with clients to design and implement Endpoint Detection and Response (EDR) solutions such as CrowdStrike and Cybereason. Liaise with clients to establish relationships, gather / analyze business requirements, and ensure all needs were met for design of leading-edge security solutions. Assist clients with designing and architecting security operations centers (SOC) and optimizing existing SOCs. Collaborate with IBM consultants from other IBM practices in problem solving and joint solutions development. Facilitate client informational workshops and presales presentations. Evaluate each prospective client's security capabilities, and lead responses to requests for information/proposals (RFI/P).

*Key Achievements:*

- Communicated extensively with C-level executives to plan and advise on high-level security intelligence and operations, including advance persistent threats (APT).
- Leveraged extensive experience and technical expertise in areas such as security controls, security operations, metrics and analytics to plan, coordinate and analyze effectiveness of security information and event management (SIEM) and incident response strategies.

SHEARMAN & STERLING LLP, New York, NY

### **Security Engineer** (12/2016 to 1/2022)

Leveraged extensive experience and expertise to partner with IT and vendors on implementation of leading-edge security technology to protect financial information and defend organization's intellectual property. Provided lifecycle project management, defined workflows, tracked equipment shipments, and facilitated solution development. Liaised extensively with colleagues, management, vendors and other parties to ensure clear communications regarding implementation of best security practices. Conducted training on new technologies. Performed business continuity planning (BCP). Led evaluation of firewall rules and conducted annual firewall audits and reviews; worked with third party vendors to perform firewall assessments. Participated in annual Purple Team exercises. *Key Achievements:*

- Orchestrated design, implementation and deployment of global network access and control system Forescout in close partnership with internal and external resources.
- Steered design and deployment of Illusive deception technology that detects attacker lateral movement and compromised credentials.
- Key member of architecture committee focused on security reviews of onboarding new applications.

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VIRSIG LLC, Astoria, NY

## **Vice President (VP) of Technology** (7/2014 to 12/2016)

Planned and oversaw design and implementation of sophisticated, customized security and communications infrastructures and systems for major clients, with special focus on protecting people and grounds in uniquely challenging (often outdoor) environments. Served as knowledgeable point of contact to clients and decision makers; clearly articulated solutions and provide ongoing technical expertise and advice. *Key Achievements:*

- Designed and managed access control, perimeter protection, intrusion detection, biometrics, covert surveillance, situational awareness, and video analytics solutions for top-tier clients.
- Managed design and engineering of full-scale security solutions for the '14 NYC Marathon, which involved building out an 18,000-foot network (using coaxial cable and "T-BUS" NVT products) to provide a networked camera system and connectivity for "Jumbotrons." In an additional project, provided a comprehensive security solution for high-profile golf outing.
- Initiated design and build out of a combined operations center/network operations center.
- Interviewed by KBA Lease Services on Cyber Security (<http://www.virsig.com/an-interview-with-adam-roth-of-virsig>).

ELECTRONIC INTERFACE ASSOCIATES (EIA), INC., Long Island City, NY

## **Vice President (VP) of Operations and Technology** (9/2013 to 01/2014)

Defined and executed innovative security and technology solutions to meet the needs of high-profile clients while advancing the vision and goals of the top networked technologies company in the country. Managed four divisions and supported multiple lines of business—Electrical, Networking, Security and Cabling. Streamlined processes for profitability and effectiveness. Mentored 30 direct reports. *Key Achievements:*

- Earned rapid promotion (within three months) from VP of Technology to VP of Operations and Technology for making an immediate impact in business, technology and client services operations.
- Recognized as trusted expert and advisor to private/public-sector clients, including Nassau County Police Department, Lenox Hill Hospital, Rudolph Steiner School, MTA and the NYC Housing Authority. Led the organization in providing advanced technology to improve security and situational awareness at the ING NYC Marathon.
- Hand-selected to attend the '13 ASIS International Annual Seminar and Exhibit; met with Cisco, HID, Firetide, Milestone, Mobotix, Sony, S2 Security, Vivitek and other vendor partners.
- Recruited and promoted by former employer in recognition for technical expertise, career accomplishments and leadership talent.

IPREO LLC (now S&P 500), New York, NY

## **Director of Operations** (12/2009 to 6/2012)

Provided technical, business and administrative direction for leading provider of market intelligence and investment management tools for worldwide investment banks and corporations. Managed the global Network Operations Center (NOC), 24-hour help desk, multiple data centers and the telecommunication infrastructure for optimal performance and functionality. Controlled IT procurement budgets. Tracked metrics. Implemented solutions to boost security. Led and motivated 14 direct reports on three teams. Created the "Run Book" for the NOC. Supervised vendors. Coordinated team-building events. *Key Achievements:*

- Established a positive and productive workplace by training, supporting and interacting with employees and managers at all levels of the organization.
- Managed significant change and improvement initiatives, including one data center consolidation, one data center relocation and three major office moves (100+ employees each).
- Led help desk and support functions for 650 users in global locations; ensured immediate diagnosis and resolution of complex IT issues and updates.
- Spearheaded disaster recovery and business continuity planning, as well as strategic planning to enhance capabilities and facilitate consistent, reliable and uninterrupted operations.
- Cut costs by merging team functions, training employees and updating or transitioning to more cost-effective systems (such as migrating from WebEx to Go-To Meeting, which saved 33% annually).

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*Prior experience includes positions as Director of Technology, Field Service Manager and Senior Network Engineer with Electronic Interface Associates (EIA), Inc.; Senior Network Services Engineer with CorrectNet, Inc.; and LAN-Desktop Services Supervisor / Senior Systems Engineer with Rockefeller Group Telecommunications Services.*

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## **EDUCATION AND CREDENTIALS**

**MS in Cybersecurity** • EXCELSIOR COLLEGE / REGENTS COLLEGE, Albany, NY

**BS in Computer Science** • EXCELSIOR COLLEGE / REGENTS COLLEGE, Albany, NY

**Certifications:** Completed 60+ training and certification programs including GIAC (GPEN) – Penetration Tester, GIAC (GCIH) Certified Incident Handler, CEH, Forescout, Illusive, Project Management Professional (PMP), Intelligent Security, Systems, CCA, CCDA, CDA, CCIE (written), CCNP, CISSP, CISM, CCFA, CrowdStrike Certified Falcon Administrator, Cybereason Certified Threat Analyst, MCSA, MCSE, Certified Security Technician, FEMA Basic Incident Command System, Licensed Locksmith, Licensed in Security, Burglar and Fire Alarms, and others. *Full list is available on request.*

**Affiliations:** ASIS International, BISCI, Information Systems Audit and Control Association, Institute of Electrical and Electronics Engineers, Network Solutions Advisory Committee, Network Solutions Customer Insight Panel, Cisco Press Reader Review Team, Brooklyn Critical Incident Stress Management Team (Former VP)

**Technical Proficiencies:** Windows, Mac OS, Linux, MS Office, Project, Visio, TFS, Putty, RedSeal, ForeScout, Motorola Passive Optical Network, SumoLogic, VMware NSX, OKTA-Enhanced Cloud Federation Services, deception platforms, NAC, AZURE, Azure, EDR, MDR, Deception, SIEM, Cybereason, CrowdStrike, Microsoft Sentinel, Apple Unified Logging, Microsoft Defender