

Robert J. Lupo

Network Security | Computer Virus | White Listing Specialist
Software / Hardware Test Specialist
CISSP#60001 | CEH | ECSA | SFCSE+ AMP

22568 Mission Blvd #312, Hayward, CA. 94541
C: 650.996.7037 / rlupo@robertlupo.com
www.robertlupo.com

Objectives

To bring high energy and enthusiasm to a team and tackle projects head on. With my 20 plus years of experience in security, and hardware / software testing I am strong in the following: leading, managing, managing test teams, test lab development and managing, researching, assessment auditing, policy creation and reviewing, physical and network security, development and delivering training, sales engineering, and administration.

Technical Skills

Operating Systems:	Solaris, Windows – 4.0, 2000, 2003, 2008, XP, Vista, Win.X, Macintosh 10x, Linux, FreeBSD
Standards:	802.11x
Languages:	Perl, C++, HTML, Basic
Assessments:	Security Audits, Tiger Team Audits, WiFi Audits, Policy Audits, PCI, SOX
Firewalls:	Palo Alto, Juniper, Checkpoint Firewall-1, Cisco, NetScreen, Sonic Wall
Business:	Security Policy writing, Consulting, PKI, PCI pre audits, Saas, Test Labs, Software / Hardware test management
Software:	Bit9, BackTrak5, SourceFire + Fire Amp, Symantec, Radware, Bluecoat, WebSense, TripWire, Real Secure, ISS Scanner, Nessus, Ace Server, Visio, HP OpenView, MS Office Products, BigFix, SSL
Hardware:	Blue Coat, Radware, Juniper, Secure ID, Routers, Switches, Servers
Training:	Graduated IBM Global Sales School "Top % of Class", C EH V7 refresher, DIACAP, Juniper: Junos Security, OS, Routing, Symantec Control Compliance Suite 10.0, Symantec Managed Security Services and DeepSight, Blue Coat SE-Visibility, Blue Coat SE-Proxy SG / AV, F5 Accredited Technical Sales Professional, WebSense 4.6, RadWare, SANS IDS, SANS Securing Windows 2000, SANS Wireless Audit, CheckPoint Firewall CCSA/CCSE, Sniffer (Pro), INS: Security 101, Consulting 1, CISSP, Management Training 101, Sun Administrator, Project Management

Certifications

- CISSP #60001
- CEH
- ECSA
- LPT
- SFCSE + AMP "SourceFire"
- Blue Coat Visibility
- Blue Coat Proxy SG / AV
- F5 Accredited Technical Sales Professional
- Symantec SSE + CCS 10.0
- Symantec SSE+ MSS &DeepSight
- WebSense WSGA v7.6
- Check Point Firewall CCSA
- Check Point Firewall CCSE
- MCP
- MCP+I
- MCSE
- Seagate Nerve Center
- Brainbench: Internet Security
- Computer Fundamentals
- Networking Concepts
- IBM Global Sales School

Public Speaking

Interviews: (As Subject Matter Expert) Malware, Network Security

- CNN
- TechTV Screen Savers

College Lectures:(Network Security and Computer Viruses)

- University of Illinois
- University of North Dakota

Company Lectures:

- Social Engineering, Virus Mitigation, Security Training
- IBM & US. Open 2015

Conference Lectures:(Malware, Social Engineering, Network security, Forensics) Multi years.

- ISSA
- Defcon
- Interzone

Training Material:

- Intro to network security, Virus Analysis and Mitigation, Security Awareness

Robert J. Lupo

Network Security | Computer Virus | White Listing Specialist
Software / Hardware Test Specialist
CISSP#60001 | CEH | ECSA | SFCSE+ AMP

22568 Mission Blvd #312, Hayward, CA. 94541
C: 650.996.7037 / rlupo@robertlupo.com
www.robertlupo.com

-
- Introduction to Computer Forensics, Understanding Identity Theft

Robert J. Lupo

Network Security | Computer Virus | White Listing Specialist
Software / Hardware Test Specialist
CISSP#60001 | CEH | ECSA | SFCSE+ AMP

22568 Mission Blvd #312, Hayward, CA. 94541
C: 650.996.7037 / rlupo@robertlupo.com
www.robertlupo.com

Professional Experience

Senior Security Architect. IBM inc.

San Francisco, CA

Senior Security Architect/Senior Security Engineer

February 2014– Present

- Developed strong personal relationships with clients
- Directly assisted Sales Rep in achieving financial targets via the sales process and assisting sales in accurately assessing and forecasting opportunities, as well as create and deliver PoCs, complex demos, etc., for customers.
- Assist the Sales Rep in reaching the revenue goal by providing quality pre-sales technical support and presentations focused on articulating value to the prospective buyer.
- Assisted the Sales Rep in making tactical decisions regarding the sale.
- Responsible for representing the product to customers and at field events such as conferences, seminars, trade shows, etc.
- Respond to functional and technical elements of RFIs/RFPs
- Convey customer requirements to Product Management teams
- Worked with customers in creating functional test environments.
- Travel throughout sales territory. West Cost of the US.
- Worked with customers to understand their technical challenges and requirements and to effectively propose desired solutions with Apex Trusteer product.
- Developed account sales strategies with the Account Manager.

Principle Security Consultant. "PCI pre-audits"

San Francisco/Bay Area, CA

Principle Security Consultant

March 2013– February 2014 contracts ended

- Worked with security teams to identify potential PCI issues
- Reviewed firewall configurations for compliance
- Reviewed policies for compliance
- created security policies as per compliance needs
- Performed Pen-Tests on systems for PCI compliance

Sentek Global Inc. "DOD Contractors"

San Diego, CA

Principle Security Consultant

September 2012 – February 2013 "layoff"

- Developed training road map for public sector training of CISSP, C|EH and Forensics
- Developed Professional services road map for public sector
- Project Manager for Public Sector ventures "training and PS"
- Managed test lab and test team
- Reviewed Check Point FW rules
- Project Manager on multiple security projects

FishNet Security Inc.

Livermore, CA

Sales Engineer

August 2011 – April 2012 "layoff"

- Developed strong personal relationships with clients
- Directly assisted Sales teams in achieving financial targets via the sales process and assisting sales in accurately assessing and forecasting opportunities, as well as create and deliver PoCs, complex demos, etc., for customers.
- Assist the Sales team in reaching the revenue goal by providing quality pre-sales technical support and presentations focused on articulating value to the prospective buyer.
- Assisted the Sales Teams in making tactical decisions regarding the sale.
- Responsible for representing the product to customers and at field events such as conferences, seminars, etc.
- Respond to functional and technical elements of RFIs/RFPs
- Convey customer requirements to Product Management teams
- Worked with customers to maintain PCI and SOX compliance.
- Worked with customers in creating functional test environments.
- Travel throughout sales territory. California to Washington State.
- Worked with customers to understand their technical challenges and requirements and to effectively propose desired solutions.

Robert J. Lupo

Network Security | Computer Virus | White Listing Specialist
Software / Hardware Test Specialist
CISSP#60001 | CEH | ECSA | SFCSE+ AMP

22568 Mission Blvd #312, Hayward, CA. 94541
C: 650.996.7037 / rlupo@robertlupo.com
www.robertlupo.com

-
- Assisted customers with Check Point FW, doing rule reviews and best practice.
 - Developed account sales strategies with the Account Manager.
 - Identified compelling events or specific business problems and offer attractive solutions to the client.
 - Account responsibility for all lead technical activities.

SenSe1 Security Inc.

Chief Security Scientist "contract 1099"

San Jose, CA

October 2009 – Aug 2011

- Managed IT and Security teams for Clients
- Design security testing matrix for clients.
- SME, managed, designed and was point of contact with a major search engine company in deploying over 15,000 agents in major white listing project.
- Develop detailed training material and trained clients.
- Tasked to create computer security curriculum up to Masters Degree for ITU and teach courseware.
- Audited and created policies for clients.
- Research security technology for clients to find best fit in cost and function.
- Design deployment strategies for clients.
- PCI pre audits
- Audit Check Point FW, Juniper, Cisco
- Security design and administrator at client sites.
- Design security best practice documents for clients
- Liaison/project manager between IT and Security for global auction corporation
- Assisted with firewall policies design and implementation
- Test Lab Setup and managed for clients
- Application research/test/deployment specialist for Clients

TSC. "The Security Consortium"

Manager, Security Testing Services "contract 1099"
Manager, Inside Sales

San Jose, CA

June 2008 – October 2009

- Design security testing matrix for clients.
- Review and write policies for clients.
- Work with customers to maintain or establish PCI, SOX, and HIPAA compliance.
- Evaluating security defense on appliances.
- Working with vendors by testing functionality of their products via a lab environment.
- Work with vendors in improving product performance, look, and feel.
- Pen Testing network environments.
- Design deployment strategies on products for vendors.
- Developed training material and trained clients.
- Managed inside sales team, and SE's.
- Check Point FW admin
- Spear headed marketing for sales leads and coordinated team for proper planning and execution of design.
- Assisted customers with PGP keys and key storage.

Fox Entertainment

Network Security Engineer, Managed Corp Security

Brisbane, CA

January 2007 – April 2008 "Layoff"

- Corporate Network Security: design plus work with IT and Fox Security Group for more secure environment.
- Managing Secunia Database.
- AV Management in Corp Environment (Symantec).
- Application Control in Corp Environment.
- Managed Software test lab and team
- Management of Corp network Security team.
- Corp Network Audits and Reporting (Vulnerability Assessment, AD Audit, Review of logs, etc).
- Bit9 Administrator and Project Manager.
- Check Point FW Administrator
- Manager of Employee security education program.

Robert J. Lupo

Network Security | Computer Virus | White Listing Specialist
Software / Hardware Test Specialist
CISSP#60001 | CEH | ECSA | SFCSE+ AMP

22568 Mission Blvd #312, Hayward, CA. 94541
C: 650.996.7037 / rlupo@robertlupo.com
www.robertlupo.com

-
- Developed internal training material and trained personal on security practices.
 - Liaison between IT and Security.

INS INC.

Senior Security, Consultant

Sacramento, CA

November 2004 – October 2006 "layoff"

- Technical project lead for media encryption and deployment for a Large Banking Institution. Researched multiple media encryption vendors to identify best fit for Bank's encryption needs.
- Setup research and deployment lab for top 3 encryption vendors, testing and documenting results.
- Compiled research material and presented to bank executives for final vendor selection.
- Setup and managed test deployment of encryption product to end users.
- Created training material for administrators, helpdesk personnel, and end-users for encryption product.
- Security Analyzer for Top 3 National Wireless Carrier
- Analyzed change documents for security risks.
- Created and taught security classes internally and at client sites.
- Assisted clients with implementing PGP solutions.
- Researched new security vulnerability's that could affect current technology.
- Worked on several projects to review new technology that was to be implemented into the network.
- Project lead on critical network security changes in organization.
- Review Network security policies; recommend changes or additions to comply with industry best practice.
- Performed security assessments at client sites.
- Setup and administered Check Point FW for clients
- Worked with Clients to build and manage Test labs and processes.
- Worked with Clients to design secured networks and created internal classes for INS.

Nokia Inc.

Senior Product/Project Security Manager

Mountain View, CA

May 2003 – June 2004 "Project killed team layoff"

- Project manager on several applications and appliances. Assuring deadlines and milestones where met without jeopardizing quality.
- Wrote internal white papers and documents related to computer viruses, network security, and Nokia Message Protector.
- Assisted in the creation of the Nokia Message Protector training class and was Primary trainer for product.
- Updated and maintained security appliance website.
- Reviewed and wrote test cases and managed testing of appliance.
- Wrote resolutions for support cases.
- Performed security 'stress tests' and audits on both development and released products.
- Liaison between support and engineering.
- Helped the Nokia FW team with testing "Check Point FW"
- Lecture nationwide as a representative of Nokia.
- SE on product during sales calls.

Expedia, Inc.

Global Network Security "contract 1099"

Las Vegas, NV

April 2002 – December 2002

- Managed security policies for the company across all locations globally.
- Identified design and security flaws company-wide.
- Developed security awareness training for end users.
- Assisted in correcting these issues directly and through documented instruction.
- Designed and executed physical and network security audits for each primary hub of the company globally.
- Delivered customized reports for each business location.
- Created detailed procedure documentation on system setup, product configuration, and maintenance.
- Chairman of the security committee, chaired meetings of committee members, formed agendas, delegated tasks and research to committee members.
- Researched vender technology and performed integration testing.
- Published recommendations and organized worldwide product rollout.
- Spearheaded a forensic investigation with the FBI and local police to identify three individuals, responsible for

Robert J. Lupo

Network Security | Computer Virus | White Listing Specialist
Software / Hardware Test Specialist
CISSP#60001 | CEH | ECSA | SFCSE+ AMP

22568 Mission Blvd #312, Hayward, CA. 94541
C: 650.996.7037 / rlupo@robertlupo.com
www.robertlupo.com

perpetrating a bomb threat via e-mail.

NextGen Professional Services LLC

Network Security Project Manager "Contract 1099"

San Francisco, CA

July 2001 – November 2004

- Audited beta proprietary telecommunications solution, pre-release for Venture Capital firm.
- Performed network, physical, and 802.11b security audits.
- Worked with clients to design secured networks.
- Managed security teams during audits and network configurations.
- Managed test lab for hardware / software
- Wrote test matrix and test cases for team
- Reviewed company policies and suggested changes, created, and re-wrote policies.
- Architected anti-virus deployments to protect networks, managed teams of engineers to implement design.
- Wrote and taught classes at client sites on network security and anti-virus awareness.
- Worked with Checkpoint FW1 NG, PIX, and NetScreen firewalls.
- Worked with RealSecure, TripWire, and Snort IDS.

OneSecure, Inc.

SOC Manager, Senior/Lead Security Engineer

Sunnyvale, CA

February 2001 – July 2001 "company mass Layoff"

- Trained large internal security consulting team on different technologies, incl. Check Point FW, Cisco and NetScreen Firewalls.
- Wrote and maintained corporate virus, firewall, and security policies for multi-site company network connected via VPN running Checkpoint firewall NG.
- Provided 24-7 assistance to customers with VPN problems involving Checkpoint Firewall 1, Pix, and NetScreen firewalls, IDS, and answering any questions from the Security Engineers, or the Associate Security Engineers regarding any and all security issues.
- Performed security audits on internal and customer networks and systems.
- Managed multiple projects dealing with network configuration, Lab design, and implementing IDS systems.

Conxion, Inc.

Security Systems Administrator

Santa Clara, CA

December 1999 – February 2001

- Ordered and maintained client SSL certificates.
- Created and installed SSL certificates on NT IIS servers, Solaris Apache, Netscape Enterprise server, and F5 SSL accelerator servers.
- First response contact for 24X7 and the Network Operations Center (NOC).
- Deployed Check Point Firewall , on Solaris systems. Administered Check Point Firewall for our customers and our corporate office, by setting up and modifying rules under the firewalls. Maintained over 50 firewalls.
- Maintained PGP solution.
- Performed professional services for customers, by consulting and recommending changes as needed.
- Setup and maintained the sniffer system.
- Researched and recommended new security technology based on cost and effective use in the company's network.
- Responsible for internal and external security audits at Conxion Corp.
- Created and maintained physical access, network security, virus, and firewall policies for multi-site worldwide network.
- Performed security audits on internal corporate and customer networks and systems.

International Networking Systems

Network Systems Engineer, Security Manager

San Mateo, CA

November 1998 – December 1999 "company buyout"

- Performed network audits and advised/created security standards and policies.
- Setup and configured Check Point FW, PIX Firewall, Lucent Brick Firewall, VPN, IDS, and Sniffer systems at client sites.
- Company expert on computer viruses.
- Performed basic troubleshooting and monitoring of routers for a client with over 17,000 routers.

Robert J. Lupo

Network Security | Computer Virus | White Listing Specialist
Software / Hardware Test Specialist
CISSP#60001 | CEH | ECSA | SFCSE+ AMP

22568 Mission Blvd #312, Hayward, CA. 94541
C: 650.996.7037 / rlupo@robertlupo.com
www.robertlupo.com

-
- Setup Linux, Solaris, NT workstation and servers, 95, and 98 systems.
 - Security lockdowns of NT server and workstations. Troubleshooting for WANs, LANs, and VPNs.
 - Project manager for clients on network security design and implementation.
 - Wrote and taught classes on network, security, and computer viruses. Students were both technical and non-technical.

Education

College of San Mateo

Various Coursework

San Mateo, CA

Foothill College

Major: Electronics - Minor: Computer Sciences

Los Altos Hills, CA

Affiliations

InfraGard #10033670, ISSA, Masonic Lodge.