**CYBER SECURITY ACCOUNT MANAGER RESUME**

Augustus Evans

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**Profile**

I am a sale professional oriented at customer satisfaction, with extensive experience in Cyber Security. I am targeted at improving customer experience, and at the same time have thorough understanding of the industry's technical frameworks. I believe my skills and experience could be beneficial for your company.

**Work Experience**

**20XX - present, Sales Account Manager, Cyber Security Services, Stockholm, Sweden**

* Working with an established Cyber Security Managed Services company, contributing to their sales expansion project
* setting up a sales strategy for a new range of services
* acquiring new clients
* developing long - term business relationships
* meeting and exceeding the sales target
* generating a sustainable pipeline of business

**20XX – 20XX, Sales Engineer, F5, Hamburg, Germany**

* Developed my knowledge of marketing strategies and customer service in the field of Cyber Security.
* providing solution designs and system engineering configurations
* designing technical solutions to solve customer business problems and create new service offering
* maintaining knowledge of competitive landscape
* providing highly professional customer support during pre-sales and post-sales activities
* delivering sales pitch/whiteboards
* partnering with sales team to develop and manage Technical Account Plan and Territory Account Plans.
* Influencing sales strategy

**20XX – 20XX, Security Specialist, ABC Corporation, Malmo, Sweden**

* Analyzed and established security requirements for networks.
* Identified abnormalities and reported violations.
* Performed vulnerability testing, risk analyses and security assessments.
* Trained and supervised fellow employees in security awareness, protocols and procedures.
* Researched and recommended security upgrades.
* Designed and conducted security audits to ensure operational security.

**Education**

**20XX – 20XX, Information Security, Stockholm University, Stockholm, Sweden**

**Completed a master’s degree with courses on:**

* Information Security in Organizations
* Network Security
* Information Security Project Management
* Cyber Security
* Cyber Forensics

**20XX – 20XX, Computer Science, Uppsala Universität, Uppsala, Sweden**

**Completed a bachelor’s degree with courses in:**

* Artificial intelligence
* Human-computer interaction
* Programming languages
* Data mining
* Data Communication
* Computer Architecture
* Software engineering

**Strengths**

* Analytical
* Attention to Detail
* Mathematical Skills
* Problem-solving
* Independent worker
* Customer-focused
* Outgoing
* Negotiation
* Sales

**Skills**

* **Programing Languages**
* C++
* Python
* Java
* Platforms
* Windows
* Mac OS
* UNIX
* Linux
* **Tools**
* Microsoft Office
* ISS RealSecure
* Checkpoint Firewall
* Norton Virus Protection Utilities