

# Steven Paul

## CYBER SECURITY ENGINEER

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### Objective

I'm hold a Diploma in Civil Engineering from TAFE College Seremban but with started IT career as I had interest and passion with IT industry. I have 14+ years of working experience in the IT industry inclusive recent 5 years in the IT security environment.

I started my IT experience as IT Support, IT Engineer and moved up to be an Assistant IT Manager. After 9+ years supporting inhouse IT functions, I have moved forward to challenge myself to work in the vendor environment.

I pursued IT security career without prior experiences but I was able to quickly adapt and pick up product skills. I has started my first 2 years working on both pre-sales and post-sales functions. In the current role, 100% of the time focused on pre-sales functions.

I am adaptable, independent, and learns fast. I have good interest in IT security and proved that can pick up new skills in a short time.



### Experience

Nov 2018 -  
Present

#### Sales Engineer (APAC)

Amazon AB

- Consult and design for customer of suitable network security components such as Firewalls, SSL Inspection, MFA Solutions.
- Evaluate and provide BOM for project tender.
- Complete Tender compliance documents.
- Approach partners and endusers of product updates presentation.
- Conduct product POC in client environment.
- Conduct Clavister Fundamental training.

Aug 2016 -  
Oct 2018

#### Presales Consultant

Value labs Security

- Consult and design for customer of suitable network security components such as Firewalls, VPN, DDoS, IPS/IDS, NAC, Encryption, Endpoint, APT Solutions.
- Evaluate and provide BOM for project tender.
- Complete Tender compliance documents.
- Approach Client of Product updates presentation.



### Skills

Explore Technical  
Information/Learning



Meeting Preparation



Presentation design



Technical consulting



Proposal development



Pre-sales support



Testing and bugging



Project support



### Languages

Mandarin



English



Malay



### Specialization

- Network Firewall Implement Design & Deployment
- MFA Implement Design & Deployment
- Firewall Analyzer Deployment
- DDoS Defense Solution Implement Design & Deployment
- APT Solution Implement Design & Deployment
- MDM solution Implement Design & Deployment
- Encryption solution Implement Design & Deployment
- Endpoint Protection Implement Design & Deployment
- WAF Solution Implement Design & Deployment
- NAC Solution Implement Design & Deployment.
- Desktop Management Solution