Dear Sophos Hiring Team,

With a strategic vision for advancing cybersecurity solutions in incident response and cyber insurance, I offer over 5 years of demonstrated success driving product management initiatives in high-security environments. My expertise in aligning complex security certifications with regulatory frameworks has consistently unlocked valuable market opportunities and delivered measurable business impact.

My cybersecurity product management experience directly addresses Sophos' needs for the Director role. I've led comprehensive security initiatives and strategic planning for public sector certifications, demonstrating deep expertise in cyber threats, incident response, and advanced security technologies including EDR and MDR. My successful track record in securing FedRAMP authorization, managing relationships with Cyber Insurers, and navigating complex policy frameworks showcases my ability to understand critical regulatory requirements while effectively collaborating across business functions. My proven capabilities in strategic presentation, backlog prioritization, and making data-driven trade-offs position me to drive meaningful change and successfully interface with Sophos' diverse stakeholders.

I'm drawn to Sophos for its position at the forefront of cybersecurity innovation and the opportunity to shape next-generation Incident Response and Advisory services, where I can leverage my strategic and technical expertise to develop solutions that address evolving threat landscapes while aligning with rigorous Cyber Insurer requirements.

Throughout my cybersecurity product management career, I've consistently delivered transformative results through strategic leadership. At Cloudera, I spearheaded security initiatives for the Public Cloud Data Platform, successfully securing critical authorizations including FedRAMP, DoD Impact Levels, and IRAP. My strategic planning and execution of public sector certification efforts unlocked access to a $1.1B U.S. public sector TAM. I further directed Cloudera's cloud strategy through FedRAMP High/IL5 certification, targeting the $1.23B IL-5 market with projected $31M ARR by FY27. Previously at Amazon Web Services, I implemented IAM and Fraud Prevention enhancements that delivered $5.6M in annual savings while leading cross-functional initiatives that maintained system reliability across 30,000+ accounts. My consistent success in developing product strategies, building stakeholder consensus, and achieving measurable outcomes demonstrates my readiness to drive innovation in Sophos' cybersecurity leadership.

I can immediately add value by:

• Enhance Incident Response Capabilities: Proven expertise in cybersecurity incident response frameworks, having successfully led enterprise security initiatives across high-security commercial and government verticals. This experience directly supports Sophos' strategic priority to strengthen its market-leading incident response solutions.

• Capture Public Sector Market Opportunities: Demonstrated ability to identify and capitalize on high-value market segments, having orchestrated strategic certification initiatives that unlocked access to a $1.1B U.S. public sector TAM. This market expansion experience directly aligns with Sophos' growth objectives in regulated sectors.

• Drive Product Authorization for Government Compliance: Successfully navigated complex government authorization processes including FedRAMP, DoD Impact Levels, and IRAP, showcasing deep regulatory expertise and a methodical approach to compliance that will accelerate Sophos' penetration into highly-regulated markets.

• Optimize Security Technologies Efficiency: Delivered $5.6M in annual cost savings at AWS through strategic enhancements to Identity and Access Management and Fraud Prevention systems. This proven ability to drive operational efficiency while strengthening security posture directly supports Sophos' commitment to optimizing security technology investments.

• Foster Cross-Functional Collaboration: Successfully led enterprise-wide collaboration initiatives impacting a $2B region and over 30,000 customer accounts, demonstrating exceptional stakeholder management skills that will enable seamless integration across Sophos' comprehensive cybersecurity portfolio.

I am particularly energized by the opportunity to advance Sophos' position in Incident Response and Cyber Insurance. The increasing sophistication of cyber threats demands innovative approaches to security solutions that satisfy both customer requirements and insurer expectations. I'm eager to leverage my product management expertise to develop market-differentiating solutions that anticipate emerging threats, exceed compliance requirements, and deliver competitive advantage. The prospect of collaborating with Sophos' industry-leading security professionals to shape the future of advisory services represents exactly the kind of challenge I find most compelling.

I am enthusiastic about the prospect of joining Sophos as Director of Product Management for Incident Response & Cyber Insurance, where I can apply my cybersecurity expertise and product leadership experience to drive meaningful innovation. My background in navigating complex security landscapes and delivering market-expanding solutions makes me ideally positioned to contribute immediately to your team's success. I welcome the opportunity to discuss how my experience aligns with Sophos' strategic objectives and am available at your convenience to explore next steps.

Sincerely,

Collin A. Spears