Chris McConnell

mcconnell.chris@icloud.com | (202) 341–8344 | linkedin.com/in/c-mcconnell

Zero Trust Operator | Startup Sales Advisor | Security Systems Builder

Operator and de facto CISO returning to sales. I've implemented Zero Trust architectures, managed MSSPs and SOC tools, and elevated digital adoption of new technology. Now I help startups land their first logos, navigate reviews, and close six-figure enterprise deals.

RELEVANT EXPERIENCE

Humaine Studio (applied AI research for human-machine collaboration)
Founder (2025 - Present)

- *Advising early-stage AI and cybersecurity startups on sales playbooks and GTM readiness*
- *Actively prototyping agent orchestration frameworks for operational workflows using LangGraph and ChatGPT*

Deep Water Point & Associates ($30M federal business development consultancy)
Director, GTM Operations & Security Programs (Jan 2021 - May 2025)

- *Led Zero Trust rollout for a 300+ remote BYOD team, elevating NIST 800-171 compliance and reducing audit prep time by 90%*
- *Managed MSSP and SOC vendors; implemented EDR (SentinelOne), SIEM/XDR (Stellar Cyber), and human-centric endpoint security (Kolide)*
- *Secured $500K net-new win to guide client through its first contract recompete*
- *Cut sales cycle by 33% via pipeline rigor, targeted account plans, and consultative selling training to 20+ sellers*
- *Increased qualified pipeline by 40% through outbound strategy using Apollo, Clay, and LinkedIn Sales Navigator*
- *Built sales forecasting dashboards in CRM and Power BI, improving forecast accuracy and team accountability*
- *Self-taught Python to automate client reporting; saving 120 monthly hours and $400K in labor*
- *Reduced SaaS costs by $120K/year through vendor rationalization and license optimization*
- *Trained 100+ consultants on secure GenAI adoption within CMMC constraints (ChatGPT, Copilot, Claude)*

SaaS Fashion Tech Startup
MBA Sales Manager (July - Dec 2020)

- *Reduced CAC by 50% through A/B marketing tests*
- *Supported PLG sales motion from MVP to PMF*

Ermenegildo Zegna
Director of Sales & General Manager (2018–2019)

- *Managed $4M annual P&L; led a 7-person sales and delivery team*
- *Grew revenue 3.75% via CxO event marketing program*

Saks Fifth Avenue
Sales & Brand Manager (2013–2018)

- *Grew team revenue from $4.5M to $6M through focus on consultative selling and cadence-based communication*
- *Launched online selling platform, designer, and made-to-measure programs in flagship store*

Chris McConnell

mcconnell.chris@icloud.com | (202) 341–8344 | linkedin.com/in/c-mcconnell

PUBLIC SPEAKING

- *Featured by 1Password at NASDAQ Analyst Day & RSAC 2025*
- *Delivered lectures to NYU Stern and VCU EMBA program on leadership*

EDUCATION & CERTIFICATIONS

MBA, NYU Stern – Strategy & Analytics
BA, English – University of Idaho
CISSP (in progress, expected Sep 2025)

SKILLS

Security: Entra ID, 1Password XAM, Kolide (Endpoint Security), SentinelOne (EDR), Stellar Cyber (SIEM/XDR), Fortinet
GRC: CMMC, NIST 800-171, CIS Controls
Sales: Salesforce, Pipedrive, SaaS procurement
Data: SQL, Python, Power BI, Tableau
AI & Automation: Claude, ChatGPT, LangGraph, CrewAI, n8n, GitHub, Notion MCP, Webflow