



Brief Introduction



**My name is
Kris Patrick Hornung**
Physical & Cyber Security
Engineering Leader
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Hi, My name is Kris Hornung.
I am a Rainmaker and
Motivational leader, who builds
dedicated and skilled teams to
achieve great results and
achieve Historically impactful
accomplishments

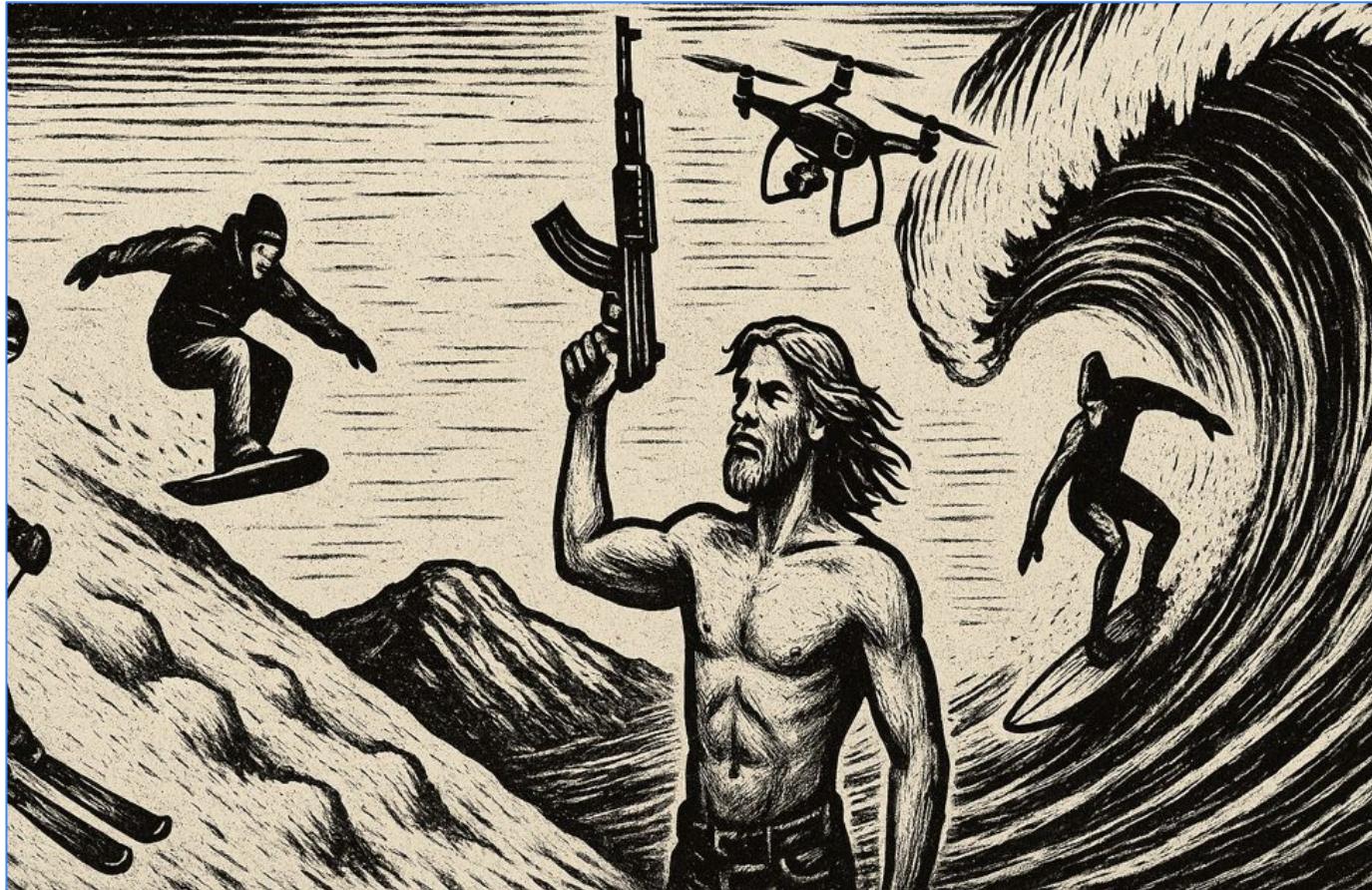


Portfolio Agenda

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Persona





Favorite Quote



It is amazing what
you can accomplish
if you do not care
who gets the credit.

-Harry S Truman



Education



Colorado State University
BSME, Mechanical Engineering
Sep 1982 - May 1987



Colorado State University

Answering challenges for the planet. The College's five departments focus on environment and sustainability, focusing on endangered species, tourism, and much.



California Lutheran University
MBA, General
1987 - 1990



California Lutheran University



Golden Gate University, School of Law
Law
1991 - 1993

36 of 72 credits towards JD



School of Law | Golden Gate University



Experience

1. OpenEye (Liberty Lake, WA)

- **Role:** Senior Manager - Latin America & the Caribbean (Full-time, Hybrid).
- **Tenure:** August 2025 – Present (3 months).
- **Key Focus:** Developing Latin America and Caribbean markets.

2. Eagle Eye Networks (Austin, TX)

- **Role:** Director - Iberia, Latin America & the Caribbean (Full-time, Hybrid). Also referred to as Managing Director of Latin America and the Caribbean.
- **Tenure:** June 2019 – August 2025 (6 years 3 months).
- **Key Achievements & Responsibilities:**
 - **P&L and Team Leadership:** Held regional operating P&L responsibility and built/led a high-performing team of 15 sales, professional services, and customer care representatives. Managed and developed sales teams and operations to deliver profitable growth, responsible for achieving firm booking, revenue, profit, cash collection, and strategic objectives.
 - **Market Penetration:** Successfully penetrated the Latin American market, starting from zero presence.
 - **Financial Growth:** Developed and implemented innovative cloud-based security solutions resulting in a **100% increase in regional Compound Annual Growth Rate (CAGR)**, demonstrating a proven track record of delivering high CAGR and profitable growth.
 - **Major Initiative:** Spearheaded the “**Mi Calle**” initiative, a solution merging cloud and 4G technologies that enabled individuals to alert police in near real-time. This project grew to **21,000 help points across Mexico City** and reportedly contributed to Mayor Claudia Scheinbaum’s election to the Presidency of Mexico.
 - **Customer Experience:** Consistently delivered a high-quality customer experience, maintaining a 95% customer satisfaction rating.
 - **Technology Implementation:** Developed and implemented cloud-based applications, APIs, and solutions using tools such as TensorFlow, Apigee, and BigQuery. Managed large-scale projects and partnerships with key accounts, including Grupo Aeropuertos Pacifica and Walmart Mexico.

3. Genetec (Montreal, QC)

- **Role:** Vice President - Latin America & the Caribbean (Full-time, Hybrid).
- **Tenure:** May 2015 – June 2019 (4 years 2 months).
- **Key Achievements & Responsibilities:**
 - **P&L and Leadership:** Held regional P&L responsibility. Developed and motivated a team of 30 professionals, including country managers, sales executives, and sales engineers, across Latin America.
 - **Major Project Win:** Won the most significant project for video in Mexico with the Social Security Administration of Mexico, leading to a **CAGR of more than 170%**. This included an \$11M order to Genetec and an approximately \$500M order to reseller Kio Networks.
 - **Cloud Focus:** Launched cloud product initiatives, contributing to a **45% CAGR in cloud-based revenue** for the firm. Enhanced technical expertise in cloud solutions through studies at Microsoft University.

4. Avigilon (now Motorola Solutions) (Dallas, TX)

- **Role:** Senior Director - Latin America (Full-time, Hybrid).
- **Tenure:** April 2013 – May 2015 (2 years 2 months).
- **Key Achievements & Responsibilities:**
 - **Financial Performance:** Achieved CAGR in excess of 40% for the Latin America and Brazil Markets. Developed and executed successful sales strategies, helping to exceed revenue targets by 12%.
 - **Market Development:** Grew Avigilon's Latin America practice from a small level to one spanning most of Latam and Brazil.
 - **Major Event Security:** Directed a team of 24 in driving a security suite for end-to-end video and monitoring services, winning major projects for security monitoring of the **FIFA 2016 World Cup and the 2016 Rio de Janeiro Olympic Games**.
 - **Efficiency:** Implemented vital process improvements to enhance team efficiency and reduce operational costs by 10%.



Experience 2

5. IONODES, Inc. (Greater Montreal Metropolitan Area)

- Role: Vice President of Global Sales (Full-time, Hybrid).
- Tenure: December 2009 – March 2013 (3 years 4 months).
- Key Achievements & Responsibilities: Added significant value to stakeholders by establishing the initial commercial processes and product management functions for the company. Was deeply involved with global sales and account development for OEM partners, Federal Government clients, and strategic end clients in the USA, APAC, and CALA areas.

6. Verint (Melville, NY)

- Role: Vice President of APAC/Latin America.
- Tenure: 2001 – 2009.
- Key Achievements & Responsibilities:
 - Practice Building: Built Verint Video practices in APAC and CALA from the ground up. Formed alliances with partners including IBM and Cisco Systems.
 - U.S. Navy Project: Secured a major RFQ from the United States Navy following 9/11 to spearhead a novel force protection solution. This solution leveraged wireless, AI, motion detection, and digital management technologies integrated into a single solution. The solution was presented directly to Admiral Chaplin, Fleet Commander of the U.S. Navy's 7th Fleet in Yokosuka, Japan, securing a \$35M order for 17 facilities throughout the Pacific.

Additional Noteworthy Experience

- Prior to 2001, Kris Hornung held several management and director roles:
- Kearny: Sales Director – Western US (2000 – 2001).
 - SAP Ariba: International Business Development Manager (1999 – 2000).
 - Barry-Wehmiller: Director – Asia Pacific Region (1991 – 1999).
 - Knürr-Mechanik für die Elektronik AG: USA Sales Director/Product Manager (1987 – 1990)



Pictures at Work





Work Examples



Hubble Space Telescope Ground Control Center



Ridley Mission Control Center (Flight Testing) Edwards Airforce Base, California



Cinclant Command Control Center
Norfolk Virginia



Mexico City "Mi Calle Panic Buttons 60,000 camera points
Helped Mayor Sheinbaum become President of Mexico



Panama Canal Electronic Security System Unification



References

Kris P. Hornung
References

1. Ken Francis, President Actuate.ai, Ken is my former Manager, when he was President of Eagle Eye Networks. PH/Whatsapp: +1-310-703-4020, Email: ken@actuate.ai
2. Jorge Rocca, Regional Manager, Mangos - Italy, Greece and Cyprus, Jorge was my team member at Genetec and Eagle Eye Networks. PH/Whatsapp: +51-9-9289-3066 Email: jorgeroccaq@gmail.com
3. Keith Berger, IT Director Digital Transformation Royal Caribbean Cruise Lines - Keith has been my customer at Genetec and Eagle Eye Networks. PH: +1-407-716-7804, Email: kberger@rccl.com
4. Salvador Leon, COO at Altatec Mexico - Salvador has been my reseller partner at Avigilon, Genetec, Eagle Eye Networks. PH/Whatsapp: +52-155-5109-1377 Email: salvador@alta-tec.com.mx



Credentials

<https://bio.site/krishornung>

<https://www.linkedin.com/in/kris-hornung-3932072/>



Github - Fleabyte26 (Kris Hornung)



<https://Credly - Kris Hornung>



Kris Horung Coursera



Google Cloud Skills Boost - Kris Hornung Profile



Discord Channel - Kris Hornung



Kaggle - Kris Hornung



LabLabAI - Kris Hornung





REMARK

Closing Remark

My career stands on the foundation of converging legacy electronic security technology with the advanced capabilities of Cyber Security, Artificial Intelligence, and Cloud Computing. I am a proven motivational leader and 'rainmaker' with over two decades of experience delivering **high CAGR and profitable growth**, including a 100% increase in regional CAGR at Eagle Eye Networks and a 170% CAGR at Genetec.

I have a demonstrated track record of initiating and executing **historically impactful accomplishments** and **large-scale projects**, such as:

- Securing a **\$35M U.S. Navy force protection order** following 9/11, leveraging wireless, AI, and digital management technologies.
- Spearheading the successful "**Mi Calle**" initiative in Mexico City, which merged cloud and 4G technologies for public safety.
- Directing security monitoring for major global events like the **FIFA 2014 World Cup and the 2016 Rio de Janeiro Olympic Games**.

Equipped with advanced training in **IBM AI Development**, **Cybersecurity Analysis**, and **Scrum Mastery**, coupled with knowledge of cloud technologies (Infrastructure SOAR and SIEM) and extensive compliance expertise (NIST 800-53 R5, ISO 27001, HIPAA), I am uniquely positioned for the future.

I am actively seeking to leverage my leadership and technical skills into a new front-line role as a hands-on Cybersecurity leader, engineer, or consultant, focused on driving innovative and secure solutions through data science, AI, and digital transformation."