


## Nik (Nikki) Gray

 Oklahoma City, OK

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GitHub: <https://github.com/NikGunRay>

### Professional Summary

Cybersecurity professional with 11+ years in cybersecurity sales, now pivoted into technical security engineering roles. Hands-on experience in threat detection, email forensics, insider threat investigations, and Linux-based incident response. Adept at bridging communication between technical and non-technical teams, with a proven ability to demo complex security tools, triage threats, and manage multi-tenant MSP environments. Excels in learning new technologies quickly, driven by curiosity and the evolving threat landscape.

### Technical Skills

Email & Cloud Security:

- Harmony Email & Collaboration (HEC), DMARC, DKIM, SPF, Insider Threat Detection
- API-based security integrations, email header forensics, Phishing Incident Response

#### Security Tools & Forensics:

- Nmap, Wireshark, Burp Suite, Hashcalc, Thunderbird (EML), journalctl, grep, Bash
- Suricata, Regedit, Resmon, Splunk (introductory)

#### Platforms & Environments:

- Linux (Ubuntu), Windows Server 2019, Active Directory, Cloud-based O365/GWS security
- Git, GitHub, Markdown project documentation

#### SOC Analyst Skills:

- Privilege Escalation Analysis
- Logic Bomb Detection & Mitigation
- Threat Hunting & Log Analysis
- Incident Response & Triage

#### Certifications:

- CompTIA Security+ (active through 2027)
- TryHackMe Pre-Security
- Check Point UniverCP: Technical training in HEC & Infinity architecture

### Projects & Hands-On Labs

GitHub Portfolio: <https://github.com/NikGunRay>

TryHackMe – “The Disgruntled IT Guy” Room:

- Investigated a logic bomb planted on a Linux host using journalctl, grep, and file timestamp analysis
- Identified abuse of sudoers privileges and malicious scripts (bomb.sh, os-update.sh, goodbye.txt)
- Mapped attacker timeline and triaged insider threat activity; documented full forensic process

Greenholt Phishing Investigation:

- Analyzed full .eml file in Thunderbird
- Verified DMARC/SPF alignment, traced IP origin, extracted SHA256 hash from attachment
- Created detailed incident report for email-based attack

Web Exploitation & Packet Analysis:

- Captured and dissected HTTP traffic using Wireshark
- Used Burp Suite to identify web application vulnerabilities

## Professional Experience

Senior Sales Director, Cybersecurity – **Veriti**

Feb 2023 – July 2024

- Closed \$677K in 6 months; built \$4.1M pipeline
- Delivered technical demos and security consults on CVEs and CVSS interpretation
- Partnered with security engineers to guide clients through risk exposure and remediation

Director of Strategic Accounts – **HUMAN Security**

Oct 2021 – Feb 2023

- Integrated security advisement into Snowflake, AWS, GCP environments
- Led security renewal strategy by helping clients prioritize risk based on threat intelligence

Account Executive – **Check Point Software Technologies**

Apr 2019 – Oct 2021

- Bridged product development and client feedback for Harmony Email & Collaboration
- Closed Check Point's first IoT security deal; exceeded quota consistently
- Maintained 95%+ renewal rate across security products

Account Manager – **PCM (Insight Company)**

Aug 2016 – Apr 2019

- Managed multimillion-dollar Apple business for Hobby Lobby, consistently winning annual bids for product renewals and upgrades, achieving over 95% Gross Revenue Retention (GRR)
- Specialized in licensing renewals and hardware upgrades for SMB and enterprise clients
- Consistently achieved renewal targets by fostering trust and delivering tailored technology solutions

Account Manager – **Dell Technologies**

Sep 2014 – Sep 2016

- Managed a portfolio of 150+ SMB clients, delivering tailored enterprise security solutions
- Advised on network security and endpoint protection, positioning Dell's cybersecurity offerings
- Developed strong client relationships that resulted in increased renewal rates and upsell opportunities

## Education

B.S. Human Sciences – Oklahoma State University