

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>*

Professional Experience

SENIOR SALES DIRECTOR, CYBERSECURITY – VERITI FEB 2023 – JULY 2024

- Developed and executed comprehensive go-to-market strategies, driving product positioning and market penetration for Veriti's consolidated security platform.
- Collaborated with the marketing team to conceptualize and implement innovative expo and trade show initiatives, enhancing brand visibility and lead generation.
- Delivered technical demonstrations and led proof-of-concept engagements, showcasing platform capabilities and ensuring successful client onboarding.
- Assisted clients in tuning the Veriti platform, providing insights into their security posture and facilitating effective risk remediation.
- Achieved \$677K in sales within six months and built a \$4.1M pipeline, demonstrating strong sales performance and strategic account management.

DIRECTOR OF STRATEGIC ACCOUNTS – HUMAN SECURITY OCT 2021 – FEB 2023

- Collaborated with alliance partners, including Snowflake, AWS, and Google Cloud, to integrate HUMAN Security's bot mitigation solutions into diverse cloud environments, enhancing client protection against digital fraud.
- Developed and executed strategies for integrating HUMAN Security's services within partner ecosystems, facilitating seamless data analysis and threat detection for clients.
- Led initiatives to educate clients on leveraging HUMAN Security's integrations with platforms like Snowflake for improved data-driven security decisions.

ACCOUNT EXECUTIVE – CHECK POINT SOFTWARE TECHNOLOGIES APR 2019 – OCT 2021

- Managed and grew strategic accounts across Oklahoma, including BOK Financial, Hertz, McBride Orthopedic, and Matrix Service Company.
- Consistently exceeded quota by developing strong relationships and navigating complex buying cycles.
- Closed Check Point's first IoT security deal, securing internal buy-in and guiding the opportunity from discovery to close.
- Maintained a 95%+ renewal rate by proactively addressing client needs and aligning solutions to risk management goals.
- Acted as a trusted advisor to enterprise clients, translating security challenges into actionable solutions.

ACCOUNT EXECUTIVE – PCM (INSIGHT COMPANY) AUG 2016 – APR 2019

- Recruited to rebuild PCM's presence in Oklahoma, a previously underperforming region, and successfully established a new book of enterprise business.
- Developed and grew relationships with key accounts including Hobby Lobby, expanding market share through strategic consultative selling.
- Sold end-to-end technology solutions across all major vendors and platforms, from security to infrastructure to licensing.
- Leveraged vendor partnerships to better understand client environments and drive more effective, outcome-based recommendations.
- Built trust in an unfamiliar market by learning fast, listening closely, and delivering solutions that aligned with enterprise goals.

ACCOUNT MANAGER – DELL TECHNOLOGIES SEP 2014 – SEP 2016

- Managed a portfolio of 150+ SMB clients, selling everything from endpoint security to servers, Windows licensing, and replacement hardware.
- Became the team's designated security champion, staying current on tools like Carbon Black and Cylance to help clients transition from traditional antivirus to AI-driven endpoint protection.
- Led client education efforts, positioning Dell's security offerings and coordinating technical demos to drive adoption.
- Co-chaired the PRIDE ERG, reviving engagement through original campaigns with global impact-including the widely adopted "ally" desk flags.
- Trusted with the largest client load on the team due to high performance, adaptability, and cross-functional communication skills.

Education B.S. Human Sciences – Oklahoma State University