

Nik (Nikki) Gray



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Oklahoma City, OK

## Professional Summary

Cybersecurity professional with 11+ years in cybersecurity sales, technical advisory, and strategy. Actively transitioning into engineering and security analyst roles with hands-on experience in email security, threat detection, vulnerability management, and multi-tenant MSP environments. Known for rapidly upskilling in evolving cybersecurity domains through labs, certifications, and project work. Passionate about continuous learning and driven by a deep curiosity for how threats evolve and how to stop them.

## Core Skills & Tools

- **Security Tools:** Nmap, Wireshark, Burp Suite, Splunk, Suricata, Hashcalc, Regedit, Resmon, ipconfig, netstat
- **Platforms & Environments:** Linux (Ubuntu), Windows Server 2019, Thunderbird (EML analysis), Active Directory
- **Cloud & Email Security:** DMARC, SPF, DKIM, Check Point Harmony Email & Collaboration
- **Cybersecurity Fundamentals:** Web protocols (HTTP/HTTPS), DNS, Firewalls, Network traffic, SOC operations
- **TryHackMe Portfolio:** Hands-on experience in modules such as Linux, Windows, Web Exploitation, Packet Analysis, Phishing Investigations
- **Version Control & Projects:** Git, GitHub, Markdown, Cybersecurity Portfolio Projects, Technical Project Reporting (README documentation)
- **Certifications:** CompTIA Security+, UniverCP Training (Check Point), TryHackMe Pre-Security Certification

## Recent Projects & Labs

GitHub Cybersecurity Portfolio – [github.com/NikGunRay](https://github.com/NikGunRay)

- **Greenholt Phish Investigation:** Full email header and EML file analysis in Thunderbird. Extracted headers, traced IP, verified SPF/DMARC, and analyzed attachment via SHA256.
- **Linux & Windows Fundamentals Labs (TryHackMe):**
  - Commands: whoami, ls, grep, find, nano, chmod, resmon, msinfo32, regedit
  - Concepts: File permissions, background processes, shell operators, UAC, Task Scheduler, Registry Editor

- **Packet Analysis & Web Exploitation:** Used Wireshark and Burp Suite to capture and dissect network traffic, analyze requests, and identify potential vulnerabilities in HTTP communication.
- **Project Reporting:** Created structured markdown documentation (README files) for each project to summarize objectives, tools used, and findings.

## Professional Experience

### Senior Sales Director, Cybersecurity | Veriti

Feb 2023 – July 2024

- Closed \$677K in sales in 6 months with a \$4.1M pipeline
- Led technical demos and supported security tool configuration
- Consulted clients on risk exposure, including CVEs and CVSS score interpretation
- Partnered with Check Point R&D to review and localize documentation (Hebrew → English)
- Coordinated direct feedback loops between customers and R&D—an uncommon but high-trust collaboration model
- Regularly exceeded quota and supported peers by accelerating deal cycles post-target attainment

### Director of Strategic Accounts, Cybersecurity | HUMAN Security

Oct 2021 – Feb 2023

- Supported security renewal strategy for bot mitigation and fraud prevention by helping customers understand active CVEs in their environments and interpreting CVSS scores to inform urgency and remediation timelines
- Integrated security advisement into enterprise accounts
- Partnered with Snowflake, AWS, and GCP

### Account Executive | Check Point Software Technologies

Apr 2019 – Oct 2021

- Partnered directly with Check Point's R&D team to proof technical documentation and deliver customer feedback, bridging product development with real-world use cases
- Facilitated calls between global customers and R&D—an uncommon level of collaboration that reflected high trust from both internal and external stakeholders
- Frequently supported team-wide quota achievement after surpassing personal quarterly targets
- Closed Check Point's first IoT deal

- Maintained 95%+ renewal rates
- Provided security insights and licensing support

### **Education & Certifications**

- **B.S. Human Sciences**, Oklahoma State University
- **CompTIA Security+**, Active through 2027
- **Check Point UniverCP**, Hands-on technical training
- **TryHackMe Pre-Security**, Certificate of Completion