

Jessica Claire

Professional Summary

Cybersecurity professional with newly acquired skills in information security from Columbia University. Background in sales and finance, driven by analytical reasoning and effective problem-solving. Highly motivated with superior skills in both team-based and independent capacities. Excited to begin a new challenge with a successful team.

Skills

- Variance risk analysis
- Sales communication and presentation
- Excellent oral and written communication
- Windows, Linux (Ubuntu, Kali Linux), VM hosting (VirtualBox)
- Linux administration, scripting, archiving, log monitoring (cron)
- Wireshark, PacketBoat, Snort, Firewalls, IDS, Incident response
- Autopsy forensics, Metasploit, Nmap, SIEM, Incident response alerting
- Splunk, Kibana, Elasticsearch, Logstash (ELK stack deployment)
- Cryptography, digital certificates, networks, protocols
- Docker, Ansible (deploying microservices, configuring necessary files)
- Cloud application security, cryptocurrency, blockchain

Experience

Consultant, Capital Vacations

Wisconsin Dells, WI | 03/2017 - 06/2020

- Consulted DeFi companies to advance platform adoption and growth
- Assumed full responsibility for trading top cryptos and altcoins using Coinbase, Bancor, Waves, IDEX
- Conducted in-depth research on various coins and blockchains to locate undervalued assets
- Consulted various blockchain startups on best practices and custody solutions

Executive, Green Payment Solutions

City, State | 01/2016 - 06/2019

- Sold alternative payment solutions to cannabis dispensaries

- Created and delivered in-depth sales presentations to potential customers
- Formed impactful relationships with current customers through cold and warm calls
- Developed and implemented new sales strategies to update product lines
- Established long-term relationships with customers, resolving issues and delivering exemplary service
- Exceeded sales goals by 30% using a data-driven approach
- Captured new multi-state account worth \$250K in yearly revenue
- Reduced process gaps and mentored 5 sales representatives on sales strategies and best practices

Precious Metals/Energy Broker, Great Lakes Trading

City, State | 01/2004 - 04/2016

- Built and grew relationships with institutions, capturing larger flow orders
- Applied multiple strategies to analyze data and risk efficiently
- Developed and implemented trading plans based on technical and fundamental market analysis
- Introduced and managed complex trading strategies, increasing volume by 30%
- Executed trading strategies for banks, funds, hedgers, and various institutional and retail orders
- Provided market commentary and insight to the Wall Street Journal
- Managed a team of 8 clerks, reporting directly to the floor manager

Publications

Claire, J. (2021). "Blockchain Security: Challenges and Solutions." *Journal of Cybersecurity Research*, 15(3), 45-67.