Executive Leadership for Disruptive Technology Companies

Product visionary and executive in the cyber security, cloud computing, and blockchain industry. Established track record of breaking down cultural barriers, accelerating growth, and driving operational efficiency. As a CEO and COO, he has capitalized companies, executed corporate restructuring, and navigated a broad array of regulatory environments. Mr. Ensey has launched successful startups, positively disrupted large enterprises, and guided a public company through crisis.

Skills

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| --- | --- |
| * Public Company Leadership * Startup, Turnaround, Change * P&L Management * Regulatory Matters * B2B & Channel Sales Strategies * Deal Structuring and Negotiations | * Growth Hacking and Social Influence * DevOps Methodologies * Cloud Computing and Architecture * Blockchain, DLT, and Cryptography * Operational & Security Monitoring * Product Management & Marketing |

Experience

**CHIEF EXECUTIVE OFFICER & COO 2018 - 2019  
Riot Blockchain, Inc. (NASDAQ: RIOT),** Fort Lauderdale, FL

* Directed the first publicly traded blockchain company listed on NASDAQ, with a $60M market cap and operations spanning the US, Canada, and Norway.
* Successfully launched one of the largest cryptocurrency mining operations in North America.
* Spearheaded an initiative to create the first publicly traded digital currency exchange and mining pool.
* Managed a portfolio of private equity investments in early stage blockchain companies valued at $100M.
* Raised $3.3M in bridge financing to support ongoing operations and cut overhead expenses by 30%.
* Provided subject matter expertise to federal regulators shaping accounting policies for cryptocurrency and mining operations.

**CHIEF OPERATING OFFICER 2012 - 2018  
Dunbar Security Solutions, Inc. (Acquired by Brinks / ControlScan),** Hunt Valley, MD

* Founder and COO of Dunbar Cybersecurity, Dunbar Armored’s digital security subsidiary.
* Achieved continuous triple digit growth, turning a small consulting practice into an advanced cloud security platform monitoring enterprise networks across the globe.
* Accelerated sales to $15M annual revenue and double-digit growth while managing up to 150 security professionals across alarm, guard and cyber product lines.
* Inventor of [*Cyphon*](https://github.com/dunbarcyber/cyphon), an open source incident response system used by hundreds companies globally.
* Dunbar’s proprietary security event management platform processed millions of messages and hundreds of terabytes of data daily, reducing threat detection times to seconds.

**DIRECTOR OF GOVERNMENT SOLUTIONS 2011 - 2012  
SafeNet, Inc. (Acquired by Gemalto),** Baltimore, MD

* Directed a division that grew $45M in annual revenue totaling $200M by executing solutions focused sales and marketing strategies.
* Redefined SafeNet as a next generation cybersecurity provider with an ecosystem designed for data protection; directed product marketing strategy, business development, and analyst and partner relationships.
* Spearheaded competitive marketing campaigns and media outreach that captured substantial market share.
* Client advocate for the Department of Defense and Intelligence Agencies to ensure that SafeNet solutions were selected as key technologies in global contracts.

**PRINCIPAL SECURITY STRATEGIST & ASSOCIATE DIRECTOR 2008 - 2011  
IBM Corporation*,*** Bethesda, MD

* Evangelized solutions across IBM's entire catalog including software, hardware, and services; highest priority was to engage national security and defense leadership helping them navigate IBM's product portfolio.
* Led dual role as architect and client liaison and contributed to IBM Security Framework that led to the creation of the IBM Security division.
* Launched IBM's “Cybersecurity Tour,” a marketing roadshow presenting to nearly 800 clients across the United States and developed over $5M in new pipeline for Rational security products.
* Founding director of the IBM Institute for Advanced Security, offering a virtual hub to collaborate and best practices for CISO's, CIOs and other IT security experts, and helped further establish IBM's brand as a technology and services leader in Cybersecurity.

**SENIOR SYSTEMS ENGINEER 2006 - 2008  
BEA Systems, Inc. (Acquired by Oracle)*,*** Mclean, VA

* Technical SME to defense and intelligence agencies; provided guidance to product management on enhancements, assisted with product training for clients and partners, and managed customer technical support issues.
* Numerous multimillion-dollar contract awards, including a $5.5M enterprise license agreement for a classified customer.

**SOFTWARE MANAGER, Integration Test Lead 2003 - 2006  
S.A.I.C. (Leidos, Inc.)*,*** Bethesda, MD

* Led the integration and test process for a classified global sharing platform for signals intelligence analysts resulting in a secure enterprise infrastructure, consisting of a massive clustered data warehouse with the ability to support hundreds of applications to a globally distributed user base.
* Projects included software development (Java / J2EE) of mission planning systems used to pilot unmanned aerial vehicles (UAV) missions in Iraq and Afghanistan.

**SYSTEMS INTEGRATION LEAD 2002 - 2003  
Digital System Resources (Acquired by General Dynamics),** Fair Lakes, VA

* Projects included training simulation software and live mission systems for the US Navy Submarine program.
* Developed C/C++ real time applications in clustered Linux and Unix based operating systems.
* Software development, systems engineering, and quality assurance for national defense contracts.

Education & Recognition

**BS, Computer Engineering:** Virginia Polytechnic Institute and State University, 2002

**Awards**:SmartCEO Executive Management Award Winner, 2016

Maryland State Governor's Workforce Development Board Appointee, 2015

Economic Alliance of Greater Baltimore Champion, 2013

IBM Software Business Executive Award, 2008

**Projects:** Advisory Board Member: [**Protego**](https://www.protego.io/)**,** [**Terbium Labs**](https://terbiumlabs.com/)**,** [**Atana Network**](http://atana.io)**,** [**CoinPlan**](https://www.coinplan.io/)**,** [**Fabrx**](http://fabrx.io)Mach37 Stars Mentor 2014, SparkLabs Cyber & Blockchain Mentor, 2018Board Appointee - TEDCo, Venture and Seed Investment Fund, 2017

Cyber Task Force Chair - State of Maryland Workforce Development Board, 2017

Industry Board Member - National Initiative for Cybersecurity Education, 2015