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Melbourne, VIC, Australia



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## Education

### Bachelor of Cybersecurity

Deakin University

2024 - 2026

### Diploma in Information Technology

Deakin University

2023 - 2024

### Certificate in Data Analytics & Visualization in Python

Deakin University

2022 - 2023

### Leadership Certificate, Deputy President, Coding Club Founder

Juja Senior School

2019 - 2022

## Language

English - Fluent

Kiswahili - Fluent

# BRIDGETTE KAGWE

## Startup Advisor | Cybersecurity Intern | Sales Strategist

### Summary

I babysit startups, seriously.

I help them walk, talk, and lock the doors before they run.

Let's break that down.

I am a **Startup Advisor** who helps early-stage B2B service startups grow through sales and protect their growth with cybersecurity.

I build high-trust sales systems that close deals and help founders secure their data from day one.



### Experience

NOW

-

2025

#### Startup Advisor

Freelance

- Help B2B startups build scalable sales systems and tighten cybersecurity fundamentals through advisory work.
- Guide founders from product clarity to first client acquisition.

NOW

-

2025

#### Cicada 3301

Self-Initiated Project

- A personal challenge to attempt solving Cicada 3301, an infamous internet puzzle rooted in cryptography, steganography, and OSINT: Open Source Intelligence.
- This project sharpens my technical skills in data hiding, pattern recognition, and ethical hacking through independent research and problem-solving.

2025

-

2024

#### Sales Representative

SuperCar Holidays - Ferrari

- Persuade clients to purchase Ferraris.
- Managed end-to-end high-ticket sales processes, from inquiry to delivery.
- Built instant rapport with high-net-worth clients in showrooms.
- Handled customer objections with poise, focusing on trust-building and long-term brand value.

2024

-

2023

#### Support Worker

Careseekers

- Practiced active listening and emotional awareness to understand unspoken needs, now used to uncover hidden sales pain points.
- Built high-trust relationships with clients, a skill I now apply to create fast rapport in sales and consulting.



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## Skills

### Cybersecurity & Technical

- Ethical Hacking
- OSINT: Open Source Intelligence
- Penetration Testing
- Digital Forensics
- Network Security
- Python
- Security Compliance
- Web Development
- Database Management
- Risk Analysis
- Data Visualizations

### Sales & Strategy

- High-Ticket Sales
- Objection Handling
- Executive Communication,
- Brand Representation
- Client Management
- Trust Building

### Human Intelligence

- Emotional Intelligence
- Active Listening
- Leadership
- Adaptability
- Attention to Detail

# BRIDGETTE KAGWE

Startup Advisor | Cybersecurity  
Intern | Sales Strategist



## Career Break

FEB  
2025  
-  
JUN  
2025

### The Great Migration

Tanzania

Studied wildlife behavior to sharpen pattern recognition now used to spot emotional buying patterns in sales and detect behavioral anomalies in cybersecurity.

### East African Coastline

Mombasa, Kenya

Cultivated emotional intelligence and presence through stillness, solitude, and deep observation, skills now central to building trust with clients and reading subtle behavioral cues in social engineering and OSINT: Open Source Intelligence investigations.

### Engineering & Design Exhibits

Dubai

Refined structural thinking by analyzing complex systems, a mindset now used to build streamlined sales systems and understand vulnerabilities in cybersecurity infrastructures.



## Licenses & Certifications

### Provide First Aid + CPR (HLTAID011)

Allens Training, Issued in Australia

- Trained in emergency response, life support, and critical first aid procedures.
- Developed the ability to remain calm under pressure, assess risk quickly, and act with precision, skills essential in high-stakes decision-making.

### Epilepsy: Administration of Emergency

#### Medication (Theory)

Epilepsy Foundation, Issued in Australia

- Trained in recognizing and responding to seizure emergencies with a focus on theoretical medication protocols.
- Gained skills in precise documentation, calm decision-making, and maintaining safety in high-stress, high-responsibility situations.



## References

**Crystal Moko**

Supercar Holidays

**Florence Sundi**

Careseekers

References available upon request to respect privacy and confidentiality.