Contact

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(LinkedIn)

Top Skills

Security Consulting

Compliance Management

Procurement

Certifications

CloudGuard Pre-Sales - Technical Specialist

Diksha Sharma

Cyber Security Consultant | Mitigata: Smart Cyber Insurance
Bangalore Urban, Karnataka, India

Summary

Experienced Cyber Security Consultant with over 4 years of expertise in presales consulting and cybersecurity advisory. Skilled in understanding client needs, crafting tailored security solutions, and supporting businesses in strengthening their cyber defense posture. Currently helping organizations secure their digital assets through smart cyber insurance at Mitigata.

Experience

Mitigata™ - Smart cyber insurance
Cyber Security Consultant
July 2025 - Present (6 months)
Bengaluru, Karnataka, India

• Assess client security posture and identify key pain points.

• Recommend and implement tailored cyber security solutions.

• Handle end-to-end procurement of security tools and services.

• Collaborate with vendors to deliver cost-effective and scalable solutions.

• Ensure compliance, risk reduction, and business alignment in every engagement.

QRC Assurance And Solutions
Assistant Sales Manager
March 2025 - June 2025 (4 months)
Bengaluru, Karnataka, India

• Managing the Bengaluru region with a focus on lead generation and expanding the company's client base by adding new logos to the portfolio.

• Engaging with clients to understand their specific requirements and crafting tailored commercial proposals that align with their business goals and expectations.

• Conducting weekly face-to-face client meetings to introduce QRC as a trusted cybersecurity solutions provider and build strong, lasting relationships.

Ampcus Cyber
Presales Specialist

November 2024 - March 2025 (5 months)
Bengaluru, Karnataka, India

• Synergized with sales teams to discern customer requirements and architect bespoke cybersecurity services and solutions.
• Authored comprehensive technical proposals and presentations to adeptly convey cybersecurity services and compliance frameworks to prospective clients.
• Liaised with internal departments, including sales, marketing, and product development, to ensure strategic alignment and the successful execution of projects.

Infoavana Technologies Private Limited
Presales Engineer
January 2024 - November 2024 (11 months)
Bangalore Urban, Karnataka, India

• Communicated technical information to non-technical audiences through easy-to-understand instructions, presentations and remote access demonstrations.
• Provided detailed documentation of technical procedures and user manuals to enhance knowledge sharing.
• Pursued Paid Certifications for Check Point Certified Security Administrator (CCSA) and Check Point Certified Security Expert (CCSE) to enhance organizational partnership with Check Point.
• Implemented and managed advanced EDR solutions including CrowdStrike, Cynet and Sentinel One to enhance endpoint security.
• Enhanced email and web security with solutions from with Checkpoint Harmony Email and Collaboration and Proofpoint to protect against phishing and malware.

SecureInteli Technologies
Presales Consultant
April 2023 - December 2023 (9 months)
Bengaluru, Karnataka, India

• Led training sessions for sales teams on product updates and new features, improving their effectiveness in client engagements.
• Managed content creation process for social media, websites, and email campaigns, driving engagement and increasing followers.
• Facilitated smooth handover of technical details to the post-sales support team, ensuring seamless customer experience.

• Conducted in-depth technical presentations and demonstrations for prospective clients to showcase product capabilities.

CyberNX Technologies Pvt. Ltd.
Presales Engineer
November 2022 - March 2023 (5 months)
Mumbai, Maharashtra, India

• Participated in trade shows and industry conferences, representing the company and expanding professional network.
• Collaborated with sales teams to understand customer requirements and tailor solutions meeting their specific needs.
• Leveraged SIEM platforms like Elastic Search for Demos and POCs.

Vinca Cyber
2 years

Sales Engineer
February 2022 - October 2022 (9 months)
Bengaluru, Karnataka, India

• Conducted training sessions with customers to demonstrate software updates, new systems and hardware.
• Developed customized presentations and proposals to effectively communicate the value proposition to prospects.

Technical Engineer
April 2021 - January 2022 (10 months)
Bangalore Urban, Karnataka, India

• Installed and set up applications for clients, including anti-virus software and other cyber security solutions.
• Provided clear and concise step-by-step technical support to guide clients.
• Responded to customer emails, calls and live chat regarding technical malfunctions and issues to fix remotely.

Trainee Engineer
November 2020 - March 2021 (5 months)
Bangalore Urban, Karnataka, India

• Assist in preparing technical documentation, user guides.
• Help answer basic client queries and escalate complex ones to senior consultants.

Education

Visvesvaraya Technological University

Bachelor's degree, Computer Science and Engineering · (August 2016 - October 2020)

Kendriya Vidyalaya

HSC, Computer Science