

Jason Forrest Hollis  
1191 Riversdale Road  
Box Hill South, VIC 3128  
+61 400 819 487  
jason@jasonhollis.com

Wednesday, April 23, 2025 Selection Panel  
Services Australia  
[via CYOS Solutions]

Dear Selection Panel,

I am pleased to submit my application for the Cyber Architect EL2 position (RFQDM23-197) at Services Australia. With over 25 years of experience in cybersecurity and enterprise architecture across APAC, and a deep focus on identity, access, and endpoint protection, I bring both the strategic vision and technical rigor necessary to support secure service delivery in government.

While leading the Security Business for CA Technologies across Asia Pacific and Japan, I was responsible for five major product lines including Identity Management, Single Sign-On, Governance, and Privileged Access. I've worked directly with financial institutions, regulators, and government agencies across the region. Earlier in my career, I delivered large-scale systems management and deployment projects for the National Security Agency (NSA) and the Defence Contracts Management Agency (DCMA) in the United States — environments where operational continuity and security rigor were paramount. At Symantec, I also oversaw Endpoint Protection and Mail Security portfolios for APJ, ensuring enterprise-wide resilience across complex networks.

Today, as Managing Director of KTP Digital, I continue to design and secure environments for clients across LAN, SD-WAN, cloud platforms, and Office365, with a strong emphasis on MFA, backup resilience, and Zero Trust principles. I'm equally comfortable briefing executive stakeholders or solving highly technical problems hands-on.

I am confident that my experience leading security architecture across diverse environments positions me well to contribute to Services Australia's mission. Thank you for your time and consideration — I would welcome the opportunity to speak further.

Warm regards,

Jason Forrest Hollis

# JASON FORREST HOLLIS

1191Riversdale Road, Box Hill South, Victoria, Australia • +61400819487 • [jason@jasonhollis.com](mailto:jason@jasonhollis.com)  
<https://au.linkedin.com/in/jasonhollis>

## SUMMARY

---

Accomplished cyber security and identity management leader with over 25 years of experience in enterprise security architecture, endpoint protection, and identity governance. Led CA Technologies' security business across Asia Pacific and Japan, delivering Identity & Access Management (IAM), SSO, and Privileged Access solutions to government and enterprise clients. Held responsibility for endpoint protection and mail security portfolios at Symantec across APJ. Deep technical expertise in Zero Trust Architecture, Office365 security, cloud infrastructure, API security, and disaster recovery. Experienced working within Australian regulatory frameworks and data sovereignty requirements.

## EXPERIENCE

---

### KTP DIGITAL MD

Melbourne, AU  
February 2021-Present

- Bringing Enterprise grade solutions to small business
- Network Design & Implementation
- Network Security
- Application Security
- Office365 Administration
- Hardware and Software in all aspects for Small Businesses
- Home Automation Design and Implementation

### AXWAY Director Sales Australia

Melbourne, AU  
March 2018-March 2019

- South Australia Territory
- Rebuilt Business
- Developed a 12x pipeline in the second half of the FY
- Developed deep local relationships with Telstra, Australia Post, NAB, ANZ Bank, Tabcorp, and Transurban

### YUBICO VP Sales Asia Pacific and Japan

Melbourne, AU  
March-December 2017

- General Management role with responsibility for sales, presales, channels, deals desk, and operations
- Created new distribution in Korea and India and built significant sales via a global agreement with a tier Japanese integrator
- Created meaningful new partnerships in Australia, New Zealand, India and Korea

### CA TECHNOLOGIES VP Sales Security Asia Pacific and Japan

Melbourne, AU  
2016-2017

- Leader of CA's sales and technical sales teams across Asia Pacific and Japan for the Security line of business with five major product lines, including Strong Authentication, Identity Management, Single Sign On, Privileged User Management and Governance

- Responsible for building and maintaining an almost real-time go-to-market plan with the sales, marketing and business unit teams across CA's six major geographies in Asia Pacific and Japan
- Let the team in India to produce ten deals over 250K
- Maintained executive relations with top 25 customers and partners
- Overachieved the revenue plans for the financial year

**Director, Security & API Management Sales, Asia Pacific & Japan**

Melbourne, AU  
2013-2016

- Leader of CA's sales and technical sales team in Asia Pacific and Japan for two lines of business comprised of 11 major products. Directly managing 15 presales staff that cover a territory comprised of 17 countries
- Directly led a significant victory with an Australian telco in their conversion from Oracle Service Bus to a native API Environment
- Directly led a global, multi-year agreement for internal use of cloud services with a Japanese customer for over 6 million USD
- Led the first sale of a new cloud services product in APJ to an Australian Healthcare regulator requiring detailed negotiations and understanding of Australian Healthcare privacy law and data sovereignty for cloud services
- Created APJ-wide partnership with NTT for cloud services
- Maintained key relationships with Versent, E&Y, Deloitte, NTT, and First Point Global for API Management
- Managed the budget, logistics and lead API Academies across the geography

**Director, Security Solutions Sales, Asia Pacific and Japan**

Singapore, SG  
2012- 2013

- Management of a Strong Authentication Business across a territory comprised of 20 Countries with a direct annual sales quota of 5 million dollars.
- Responsible for management of marketing, product management, legal, and financial aspects of products within the family.
- Daily interaction with the product teams, the roadmaps and the direction of the products.
- Key deals achieved in Korea, Japan, India, Sri Lanka and Australia

**SYMANTEC CORPORATION**

Melbourne, AU

**Director Symantec Endpoint Management and Mobility Sales – Asia Pacific & Japan**

2010-2011

- Management of Endpoint Management Business across a territory comprised of 20 Countries with a direct annual quota of 20 million dollars
- Second-line people management with direct reports and managers across the geography

**Director Sales Engineering – Asia Pacific & Japan**

Melbourne, AU  
2008-2010

- Management of 15 product lines across a territory comprised of 20 Countries with a combined annual quota of 209 million dollars US with the attainment of over 100%.
- People management with direct reports and managers across the geography
- Focused on growing revenue in emerging markets with an emphasis on forecasting accuracy that is required in a publicly traded company

**Director Specialist Sales – Asia Pacific & Japan**

Melbourne, AU  
2006-2008

- Management of five product lines across a territory comprised of 18 Countries with a combined annual quota of 69 million dollars US with the attainment of over 100%.
- People management with direct reports across the geography.

**Director Specialist Sales – Asia South Region**

Singapore, SG

2005-2006

- Management of four lines of business across a territory comprised of 11 Countries and a combined annual quota of 12 million dollars US with the attainment of over 100%
- People management with direct reports across the territory

**Symantec Corporation/PowerQuest Corporation**

Austin, TX, US

**Senior Principal Solutions Architect – Systems Management & Protection**

2001-2005

- OEM, Financial, Healthcare, Federal Government, State and Local Government segments as well as the general commercial markets
- Over 150% quota attainment year on year
- Customer training, partner training and live product demos of current and emerging or beta products

**Dell Computer Corporation Round Rock, Texas**

Limerick, IE/Austin, TX, US

**Internal Tools Product Management Custom Factory Integration**

1999-2001

- Interaction with finance, marketing and customer experience teams daily as required for optimal process definition

**Manufacturing Software Architect**

Austin, TX, US

1998-1999

**EARLIER EXPERIENCE**

---

**DELL COMPUTER CORPORATION**

Austin, TX, US

Manufacturing Engineer Custom Factory Integration

1997-1998

**FUTURE PROTOCOL INC.**

Austin, TX, US

Consulting Engineer

1995-1996

**AEON TECHNOLOGY**

Austin, TX, US

Senior Sales Representative

1992-1994

**ADDITIONAL**

---

Limited French, Latin and Spanish

Fully media trained and proficient in engaging with PR and their partners

Extensive experience in high-pressure and customer-sensitive environments

Prior certification in Microsoft, Cisco, Symantec, and various scripting technologies

**SKILLS**

---

Leadership

Press Relations

Sales Management

Account Management

Trust Building

API Management and Security

Sales

Market Planning

Product Demonstration

Demand Generation

Presentations

Contract Negotiation

Presales

Direct Sales

Communication

Managed Services

Business Planning

Cross Functional Team Leadership

Go to market Strategy

Channel Sales

Virtualisation

Engineering Leadership

Integration

Bash Shell

Management

Z Shell

Professional Services

PowerShell

Business Alliances

Office 365 Administration

Channel Partners

Office 365 Security

Salesforce

Multi-factor authentication

SaaS

Privileged User Management

Business Development

Systems Management

Sales Process

Network administration and network security

Multicultural Team Leadership

MacOS management and deployment

Windows management and deployment