José Jair Cardoso de Santanna

Oosterstraat 5, 7514DX Enschede, The Netherlands

<https://www.linkedin.com/in/jjcsantanna>

[jairsantanna@gmail.com](mailto:jairsantanna@gmail.com)

+31 (6) 42330703

February 8, 2022

To the SalesForce recruitment team (and others possible future colleagues),

*Subject: Motivation letter regarding the “Cyber Security Learning & Development Lead” open position.*

I’ve carefully read the job description on “Cyber Security Learning & Development Lead” posted by you/SalesForce[[1]](#footnote-1). This position fits 99% of my set of skills, previous experience, and aspirations. The 1% remaining can be easily built to fit SalesForce needs. I’m very enthusiastic about the position for dozens of reasons. The main reason is that I use to teach (at a Dutch University) how innovative SalesForce was/is, for example, to be one of the first SaaS solutions in the history of Cloud computing. I want to be part of this SalesForce history. I want to be a *trailblazer* and help SalesForce to have an even more innovative and creative Salesforce Security Response Center. I’ve previously searched for a job in which I need to learn for teaching others, on my way: an easier and engaging way. I’ve assessed the required duties and skills & experience publicly described for this role[[2]](#footnote-2)1. Following is my most truthful review.

* **On the duties**. At my current job, I’m already doing almost all duties described in the job description, except one: “participate in the security team's onboarding of newly-acquired companies, to address new skills and knowledge needs in their environments.” On the one hand, the company that I currently work for didn’t acquire any company in the last two years. On the other hand, I used to onboard and train engineers and analysts at the Northwave Security Operations Center (SOC), which would be comparable to the Salesforce Security Response Center.
* **On the required skills & experience.** I definitely can prove that I have all the *required* skills & experience. For example, I’ve created several public scripts (on Github) to train the Dutch High-tech Crime Police unit to handle some specific incidents (DDoS attacks). These scripts have been used by law enforcement worldwide. Some of the ideas and proof-of-concept creations got awards on the European level. I’ve helped Northwave Security to build part of their Security Operations Center (SOC) based on Microsoft technology. Currently, Northwave is one of the leaders in Dutch security monitoring (based on Microsoft tools).
* **On the desired skills & experience.** Once again, I have almost all the desired skills & experience. I noticed that I only have experience at the production level in responding to security incidents in Azure. Regarding responding to incidents in AWS and GCP, I teach it at the University of Twente (at a theoretical level). The same applies to the “direct experience building and securing solutions on Amazon Web Services.” On this, I have given lectures on AWS CloudTrail and CloudWatch (with some practical assignments). Therefore, I don’t have production experience on that, yet, but I can easily transition from academia to industry. Finally, I don’t have any of the security certifications listed because it was not required to have those at the company that I currently work for. I have a PhD degree and love to learn. Therefore, I don’t mind studying anything security-related to acquire a required certification, if needed.

I would love to hear your thoughts on my application even if you think that I don’t fit the current role.

Thanks in advance for your attention,

Jair Santanna

1. <https://salesforce.wd1.myworkdayjobs.com/en-US/External_Career_Site/job/Ireland---Dublin/Lead-Security-Response-Engineer_JR134814-1> [↑](#footnote-ref-1)
2. [↑](#footnote-ref-2)