JOSEPH P. MURPHY

Boxborough, MA 01719 978.339.3383
joseph.3.murphy@gmail.com   linkedin.com/in/josephmurphy3

PROFESSIONAL SUMMARY

Strategic and solutions focused professional with experience in designing, developing, and implementing varied software applications. Detail-oriented leader adept in programming skills, implementing operation strategies, and maintenance testing and solutions. Demonstrated achievements in data-driven analysis and problem solving, leading cross-functional relationships, and managing complex projects and initiatives.

- Process Improvement
- Operations Management
- Database Management

- Project Management
- Training & Developing
- Software Applications

- Business Strategies
- Solutions Deployment
- Program Testing

PROFESSIONAL EXPERIENCE

Lookout Security, Boston, MA   **April 2021 –**
Inside Sales Engineer
Was Responsible for 4 Account Managers and 2 Business Development Reps.
- On pace to hit my quota.
- Delivered multiple Demos and POC's for customers from user level to C Suite.
- Supported deployment of Mobile Endpoint Security and Cloud Access Security Broker to multiple customers.
- Worked with Engineering to fix live bugs in production.
- Started to broker a deal with an MFA company in order to grow App Defense product.

RSA Security, Bedford, MA   **July 2019 – February 2021**
Software Engineer I
Created and maintained new NetWitness Orchestrator environment. Spearheaded management, problem solving, and execution of environment. Designed use case generator and case deleter system.
- Developed new hosted NetWitness environment for SE's, Partners, and Customers while simultaneously maintaining existing environments. Updated and rewrote use cases for newer environments.
- Produced and maintained weekly reporting system for SE Training using the training platform's API in Python.
- Created and released a beta version of a multi-faceted search using ElasticSearch to scrape 3 websites.
- Delivered multiple demos for customers from user level to C Suite.
- Oversaw entire RSA demo infrastructure managing 30+ hosts and 700+ VMs, which included adding physical hosts in the lab and set up VMs and clusters in vSphere.
- Managed entire RSA SE learning and training environment. Hosted and ran Sales Engineering training webinars and helped orchestrate monthly Sales Engineering training sessions.

DIFFERENCEMAKER, Lowell, MA   **January 2019 – May 2019**
Intern
Worked closely with entrepreneurs, reviewed project scopes and concepts, networked, and built relationships on behalf of DifferenceMaker.
- Facilitated weekly workshops and seminars to promote DifferenceMaker events within the community.
- Updated the DifferenceMaker website for efficiency and readability. Charged with reviewing website on a consistent basis for accessibility, ease of navigation and recommended changes.

Hanscom Air Force Base, Bedford, MA   **Summers 2016 & 2017**
Air Force Cyber Defense Intern
Sandboxed in lab environment for reliability and effectiveness when deployed to whole AFNET server system. Researched and attended government-only cybersecurity conferences related to state-of-the-art security methods, updating team members on relevant topics and implementation planning of new ideas.
- Added storage hardware to lab environment increasing system effectiveness.
- Built relationships with partner businesses to allow better communication and strengthen relationships. Networked on behalf of Hanscom Air Force Base.

EDUCATION

Bachelor of Science in Computer Science
University of Massachusetts Lowell, Lowell, MA

Study Abroad
Hawaii Pacific University, Honolulu, HI

TECHNICAL PROFICIENCIES

- Proficient in Python, C++, Java, SQL, and Linux.
- Proficient in Microsoft Office (Excel, PowerPoint, Word, Outlook).
- Proficient in SalesForce, Jira, Tableau
- Experience maintaining and upgrading a 30+ host, 700+ VM Demo infrastructure.
- Adept in hosting webinars and technical conferences with over 200 attendees.
- Ability to generate sales through product education.