

Khandakar Muttakin Uzzaman (Tonmoy)

Cybersecurity Consultant | Pre-Sales Advisor | Enterprise Security Specialist

Remote | Available After Office Hours

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CONSULTING PROFILE

Cybersecurity consulting and pre-sales professional with 6+ years of experience supporting enterprise, government, and regulated-industry clients. Specialized in translating business risk into practical security architectures, vendor recommendations, and executive-ready documentation. Trusted advisor to C-level stakeholders for solution selection, RFP responses, and cybersecurity investment decisions.

FREELANCE SERVICES OFFERED

- Cybersecurity Consulting & Advisory Calls (Architecture, Risk, Vendor Selection)
- Pre-Sales Support for MSPs / MSSPs (Discovery, Scoping, Solution Design)
- RFP, Proposal & Security Documentation Writing
- Fortinet Security Fabric High-Level Design (NGFW, SD-WAN, SASE, SOC)
- Security Roadmap & Cost-Benefit Analysis for SMBs & Startups

CORE EXPERTISE

Fortinet Security Fabric • NGFW • SD-WAN • SASE • SOC & SIEM Concepts • Enterprise & Government Procurement (PPA/PPR) • OEM & Channel Advisory • Value-Based & Consultative Selling • Executive Communication

PROFESSIONAL EXPERIENCE (SELECTED)

Business Manager – Cybersecurity Sales

Infosonik Systems Limited | 2024 – Present

- Advised enterprise and government clients on cybersecurity architecture and solution selection.
- Supported \$1M+ recurring pipeline through consultative discovery and executive engagement.
- Delivered compliant RFP responses and proposal documentation resulting in multiple competitive wins.

Enterprise Products Sales Executive

Spectrum Engineering Consortium Ltd. | 2022 – 2024

- Supported cybersecurity infrastructure design and vendor positioning for regulated industries.
- Conducted technical workshops and solution briefings for decision-makers.

CERTIFICATIONS

Fortinet Certified Fundamentals – Cybersecurity • Introduction to the Threat Landscape 2.0 & 3.0 • SecOps Sales Training – Fortinet • Sophos MSP Connect

ENGAGEMENT MODEL

- Hourly Consulting (USD \$40–\$80)
- Fixed-Price Documentation & Proposal Projects
- Monthly Advisory Retainers (Remote)