

David McKinney

TECHNICAL LEADER DRIVING NETWORK SECURITY, BUSINESS GROWTH &
COLLABORATIVE TEAM SUCCESS | FORMER ORACLE LEADER | ADVOCATE
FOR COMMUNITY DEVELOPMENT

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Professional Summary

Throughout my career—from architecting Prolexic Technologies to building a resilient automated network at Zenedge and leading teams at Oracle—I've focused on solving complex challenges by fostering connection, collaboration, and trust.

I'm driven by a passion for bringing customers, teams, and organizations together to create impactful solutions that drive growth. I believe that trust is the foundation of meaningful connections, empowering teams to excel and fostering long-term partnerships.

Equally, I believe in the power of community development, where initiatives that foster purpose and belonging not only transform people but also deliver tangible business value.

Core Competencies

Leadership & Strategy

- Team Leadership & Development
- Strategic Planning
- Stakeholder Communication
- Scaling & Capacity Management
- Budgeting & Resource Allocation
- Business Development
- Product Development
- KPI & OKR Delivery
- Employee Development

Technical Skills

- DDoS Mitigation
- Transit & Peering
- TCP/IP & Interconnect
- WAF & WIDS Systems
- SIEM Solutions
- Ansible & Terraform
- Network Architecture
- Threat Intelligence
- Deep Packet Inspection & Forensics
- Firewall & Load Balancer Configuration
- AWS & Oracle Cloud

Methodologies & Processes

- Scrum Master
- Process Optimization
- Change Management
- Agile Methodologies
- Workflow Automation

Professional Experience

Director, Network Engineering

Apr 2018 - Nov 2024

Oracle (OCI)

Led a team of 2 senior managers and 22 engineers, driving the vision of internet transit, peering, interconnects and DDOS for Oracle Cloud.

- Led efforts in automation to reduce operational dependencies and ticket workload by 90%
- Drove re-design in config architecture to allow for use of the Oracle backbone and routing anywhere within the Oracle Cloud. This increased customer performance to endpoint workloads from variable 70-90ms to consistent 60-70ms
- Scaled our peering interconnectivity from 30% to 50% with the objective to utilize SFI's and reduce transit cost consumption over time
- Provided \$6M/year cost savings by leading efforts to re-architect DDoS with a centralized control plane and the ability to effectively distribute attack traffic across multiple geographical locations
- Scaled the DDOS mitigation capacity by over 300%
- Drove efforts to reduce DDoS supplier CAPEX and OPEX costs by over 62%
- Drove the network migration of services with a run rate of over half a billion dollars from classic environment to next generation infrastructure
- Implemented Network Intrusion Detection systems to meet government compliance requirements
- Drove internet, backbone, and DDoS engineering requirements for OCI's new product announced at the 2024 Cloud World

Founding Director, Network Protection and Product Development

Jan 2015 - Apr 2018

Zenedge

Led a team of 10 individual contributors across several organizations including Network Infrastructure, product development, operations, and customer provisioning.

- Drove products that led to a run rate of over \$2 million in less than 3 years
- Primary driving force to close deals with very large enterprise customers and service providers
- Led all technical communication for the Oracle acquisition
- Single-handedly designed, built, tested, and deployed 10 scrubbing centers. This included the network foundation that protected top enterprise networks, service providers, exchange and peering points across the world against Denial of Service Attacks (DDoS), as well as, the bare-metal infrastructure that ran all Zenedge WAF products
- Built the first automated on-demand service, the first truly automated routing mechanism on the planet, used to divert attack traffic through Zenedge's scrubbing sites without the need of the interaction of any engineers. Customer benefit of not having traffic routed over a scrubbing service 24/7 and not having to have on-call engineers wake up in the middle of the night during an attack to make manual routing decisions. We were able to do this within 60 seconds, including BGP convergence time, from the time of the initial alert

Senior Engineer/Senior Manager

Jan 2014 - Jan 2015

Akamai Technologies

Supported teams after the Prolexic acquisition by Akamai and built the first world class security operations center in Florida.

Management Transition Role

- Trained staff on DDoS/Network Architecture
- Technical reporting and metrics
- Technical Interviews
- Process definitions and workflow

Engineering Support

Continued primary escalation support for all network and security issues:

- Network architecture and latency troubleshooting
- Attack mitigation and security response
- Transit and peering optimization
- Enterprise service validation and deployment
- Infrastructure management including MPLS backbone, link aggregation, and route propagation
- Implementation and configuration of enterprise-level protocols: IPSEC, GRE, BGP, OSPF, EIGRP, VRF, MPLS, MPLS VPN's, Netflow, SNMP, HSRP, VRRP, GLBP, BFD, VLANs, IP SLA, L2VPN, DMVPN
- Route management and optimization during attack scenarios

Senior Network Protection Leader

Mar 2005 - Jan 2015

Prolexic Technologies

Implemented and supported protection for over 500 enterprise clients over an 8 year period. This included protection from attacks and threats at layer 3 through 7.

- Audited security countermeasures and ensured compliance with best practices
- Owned and identified high priority network issues
- Specialized in Proprietary & Enterprise DDoS Mitigation Appliances, TCP/IP architecture, Deep Packet Inspection & Analysis, and Penetration Analysis
- Led complex Distributed Denial of Service attack mitigation efforts
- Conducted POC penetration testing validation with clients using third party appliances
- Drove top technical conversations and presentations to very large organizations

- Served as the primary technical authority for all product-related inquiries

Operations Manager

Feb 2004 - Mar 2005

Prolexic Technologies (Formerly Digidefense)

Joined as the 4th employee in a new venture start-up called Digidefense, which later became Prolexic Technologies.

- Coordinated and established the company's first office location
- Configured and deployed the LAN infrastructure and operational support systems
- Developed and implemented centralized contract, billing, and payment systems
- Led recruitment for key positions including legal/accounting, office administration, and engineering roles

Business Development & Growth Strategy Consultant

Independent Consulting

Spearheaded business development initiatives for multiple companies, gaining deep expertise in revenue operations, marketing strategies, and sales processes through hands-on experience at Neurogrowth. Applied this comprehensive RevOps knowledge to optimize business development strategies for subsequent clients.

Areas of Expertise

Business Development Strategy

Revenue Operations (RevOps)

Sales Process Implementation

Marketing Integration

Lead Generation & Pipeline
Management

Operational Efficiency

Select Clients

Prolexic Technologies United States

Zenedge United States

Telecom Logistics S.A. Costa Rica

Neurogrowth United States

All.cr Costa Rica

Education

Bachelor of Arts (B.A)

May 1993

Sound Engineering and Production

University of Arizona - Conservatory of Recording Arts and Sciences

Patents

Qualifying client behavior to mitigate attacks on a host

US 10623376

Issued Apr 14, 2020

Detecting human activity to mitigate attacks on a host

US 20170223049

Issued Aug 3, 2017

Professional Development & Certifications

**Wireshark Certified
Network Analyst**

August 2014

Wireshark

**IPv6
Fundamentals,
Design and
Deployment**

December 2012

Cisco

Credential ID 93487

CCNP R&S

December 2010

Cisco

Credential ID CSC011804467

**Information Security
Awareness in the
Workplace**

May 2007

Infraguard

Certificate #CfISA1004982

**Foundry Networks
Routing and
Switching**

April 2005

Foundry

Key Projects

Business Process Automation & AI Integration

2025

- Architected and implemented comprehensive workflow automation system for Neurogrowth, integrating AI research capabilities and centralizing lead management processes
- Designed and deployed enterprise data warehouse solution to consolidate workflow data and enable advanced analytics
- Developed automated lead research and messaging system, significantly reducing manual processing time
- Led development of AI-powered customer service chatbot for ISP client, enhancing customer support efficiency
- Streamlined and automated customer billing workflows, improving accuracy and reducing processing time

Automated DDoS Operations

2023-2024

Led the development and implementation of numerous automation tools and processes, significantly enhancing operational efficiency and security:

- API-driven configuration push to DDoS appliances
- Standardized configuration templates for increased consistency and reduced human error
- Automated DDoS appliance upgrades
- Integration with operational automation frameworks for streamlined operations
- Automated security and compliance rotations for enhanced security posture
- Automated SNMPv3 rotations for improved security compliance
- Standardized DDoS appliance configuration consistency checker

WIDS Implementation for Government

2021-2022

Led a cross-functional team across 7 organizations to implement a physical Wireless Intrusion Detection System (WIDS) for a major government contract. The system detects rogue wireless signals across data center halls and secure access spaces.

- Coordinated with Security, DNS, Data Center, Corporate Security teams
- Integrated with Physical Networking, GOVOPS, and SECOPS
- Successfully deployed WIDS across secure facilities

Bare-metal vs Hypervisor Performance Analysis

2018

Conducted comprehensive performance analysis comparing bare-metal hosts against virtualized hypervisors under distributed packet flood conditions.

- Performed stress testing with distributed packet per second floods
- Optimized smartNIC configurations for kernel offload processing
- Delivered data-driven recommendations for infrastructure decisions

Automated Routing Control

2017

Pioneered the first automated routed attack scrubbing service, dramatically improving response times and service protection capabilities.

- Reduced attack contingency plan execution from 24 hours to under 5 minutes
- Enabled comprehensive protection for all ports and services
- Implemented automated routing control for DDoS mitigation

Security Operations Center

2014

Established the first world-class Security Operations Center, implementing comprehensive monitoring and support systems.

- Designed physical layout and monitoring systems
- Implemented 24×7 follow-the-sun support model
- Structured 4×10 overlapping shift schedule for continuous coverage
- Developed custom security monitoring tooling

Community Service

Baha'i World Center

Haifa, Israel

Volunteering work - Coordinated and organized groups of hundreds of visitors weekly from around the world over a 2-year period.

Languages

English

Native

Spanish

Native