

Michael Shannon

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Professional Summary

Seasoned cybersecurity executive with over 20 years of expertise in spearheading comprehensive security programs. Proficient in developing and leading teams to implement innovative security strategies that enhance both product and infrastructure integrity. My experience encompasses direct leadership, strategic planning, and the integration of security within business processes through a DevOps and DevSecOps framework. With a solid background in executive coaching and reporting to C-level management, I excel in cross-functional collaboration, ensuring that security measures align seamlessly with corporate objectives and technological advancements. Known for a leadership approach that emphasizes adaptability, mentorship, and continuous learning, I am committed to fostering environments where innovation thrives and security is interwoven with every aspect of the organizational fabric.

Skills

Leadership & Strategy

- Executive Leadership & Strategic Planning
- Department Scaling & Management
- Talent Acquisition, Team Development & Mentoring

Technical Proficiency

- Polyglot and distributed computing
- Technology Assessment & Roadmap Planning
- Agile Software Development Methodologies & Project Management

Partnership & Collaboration

- Vendor Management & Strategic Partnerships
- Communication, Presentation & Reporting
- Cross-functional Collaboration & Stakeholder Management

Experience

Owner and Director

July 2021 - Present

Confluence Consulting Ltd

- Mentoring, managing and providing performance metrics for organizations preparing for MITRE ATT&CK evaluation.
- Providing red-teaming, adversary simulation, threat modeling and offensive cyber-security training.
- Producing network and memory detection evasions for select customers.

Solutions Architect

April 2022 - January 2023

Sophos Ltd

- Conducted strategic market analysis and technical evaluations, laying groundwork for Attack Surface Management, Adversary Emulation, and Penetration Testing as a Service services.
- Designed processes for in-house ASM, VM and PTaaS service offerings.
- Led offensive tool development for adversary emulation, SE training and sales enablement.
- Established cyber ranges for M&A evaluations, playbook development, NDR R&D and sales enablement.
- Assessed service alignment with standards such as HIPAA, PCI-DSS, ISO 27001, SOC 2, and GDPR, providing actionable insights to align offerings with these standards.

Security Technology Strategist

April 2015 - July 2021

Sophos Ltd

- Provided executive leadership by directing technical evaluations for M&A initiatives and fostering engineering talent.
- Provided strategic vision and technical direction to the Network and MDR engineers.

- Key contributor to the organizational design, change management and initial operations of the MDR service.
- Played a key role in defining technical vision and re-architecting of Sophos' NGFW product.
- Reported to the CTO and collaborated closely with the VP of Product on vision and roadmaps.
- Developed and authored executive reports summarizing compliance standards such as HIPAA, PCI-DSS, ISO 27001, SOC 2, and GDPR. Evaluated the applicability of current offerings to these standards and provided actionable insights
- Directed Sophos' network security and MDR 3rd party evaluation partnerships.

Solutions Architect

May 2014 – November 2015

Impact Effect Systems Inc

- Collaborated with senior management to ensure alignment of business requirements with technical solutions.
- Oversaw the execution of engineering projects, ensuring alignment with business objectives.
- Provided reporting and operational forecasting to the business development and platform architecture teams.

Vulnerability Research Manager

May 2012 - April 2015

Sophos Ltd

- Established engineering best practices, development methodologies, quality standards and SLA for networking threat research, detection development, devOps and release teams.
- Ensured timely and high-quality delivery of software releases.
- Developed curriculum and coordinated training of offensive and defensive security techniques.

Principal Threat Researcher

August 2006 - May 2012

Sophos Ltd

- Orchestrated advanced threat intelligence collection.
- Managed both the process design and implementation of security responses to current and emerging threats.
- Led both SophosLabs' Apple Threats Research and Sophos's Network Intrusion Research engineering groups in developing and delivering cutting-edge software solutions.
- Contributed key changes to both endpoint and network detection and remediation engines.

Intrusion Detection and Protection Researcher

September 2005 - August 2006

Fortinet Inc

- Guided the development, testing and implementation of intrusion detection and prevention technologies.
- Identified emerging offensive computing technologies, and developed identification and detection technologies.

Security Consultant

May 2002 - September 2005

STB Technologies/Confluence Consulting Ltd

- Oversaw real-time responses to security events, directing departmental budgeting and organization-wide budget planning.
- Provided Incident Response, Malware Analysis and Forensics Services.

Certifications

Certified Information Systems Security Professional (CISSP) || ISC² ID: 2177718

Patents

Mobile device policy enforcement - GB2551813B – March 2018 || US17/371,948

Traffic scanning with context-aware threat signatures – GB202309629D0 || US 2023/0421579 A1 – Pending