SHAUNAK GANORKAR

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Cybersecurity Leader | CVE Researcher | GRC and Privacy

With nearly a decade of deep, hands-on experience in information security, I bridge the worlds of technical vulnerability research, GRC strategy, and business leadership. My work spans CVE discovery and publication, ISO internal and external audits, and sales leadership, enabling enterprises and governments to achieve security resilience and compliance excellence. By combining technical expertise with strategic insight, I help organizations not only meet but exceed global security and compliance standards.

CVE Publications – 9

- CVE-2025-60858 – Transmits and stores DDNS credentials in plaintext
- CVE-2025-60856 – Unsecured UART service mode
- CVE-2025-60855 - Improper firmware signature verification
- CVE-2025-55581 – Persistent root-level access via insecure watchdog handling
- CVE-2025-55582 – Insecure file permissions enabling privilege escalation
- CVE-2025-55583 – Critical unauthenticated command injection allowing remote root compromise
- CVE-2025-45784 – Hardcoded Password Logging in D-Link DPH-400S/SE Firmware
- CVE-2025-52363 – Hardcoded Root Password in Tenda CP3 Pro Firmware
- CVE-2025-52364 – Insecure Telnet Startup via eth.sh in Tenda CP3 Pro Firmware

Professional Experience

AVP – Business Strategy & Growth, **Payatu Security Consulting Pvt. Ltd.** – *Dec 2025 – Present*

- Oversaw compliance-focused technical engagements, from presales through delivery.
- Drafted contracts, SOWs, and MSAs with rigorous compliance clauses.
- Key player in maintaining ISO 27001 accreditation, audit prep, and quality improvement.
- Drove recurring business via a reputation for trusted, standards-aligned solutions.

Head of Sales, **Traboda CyberLabs Pvt. Ltd.** – *Feb 2025 – Dec 2025*

- Lead business development, sales, and customer success for Traboda Arena, a leading CTF & talent assessment platform.
- Expanded enterprise, university, and government adoption through consultative solution selling.
- Drove platform enhancements by translating client needs into actionable product improvements.

Management Consultant, Accenture Pvt. Ltd. – *Aug 2024 – Feb 2025*

- Led cybersecurity compliance walkthroughs for Fortune 500 clients.
- Ensured ISO 27001/27701/22301 standards across digital transformation initiatives.
- Supported client teams in achieving audit readiness and closing compliance gaps.

Senior Presales Engineer, **Payatu Security Consulting Pvt. Ltd.** *– Oct 2021 – Aug 2024*

- Oversaw compliance-focused technical engagements, from presales through delivery.
- Drafted contracts, SOWs, and MSAs with rigorous compliance clauses.
- Key player in maintaining ISO 27001 accreditation, audit prep, and quality improvement.
- Drove recurring business via a reputation for trusted, standards-aligned solutions.

Presales Architect / Strategic Account Associate, Zacco Cybersecurity Pvt. Ltd. *– Jan 2017 – Oct 2021*

- Designed and implemented integrated management systems (ISO 27001, 27701, 22301).
- Conducted breach investigations and in-depth malware analysis.
- Developed compliance-centric technical and sales documentation for clients in India and MEA.
- Delivered client workshops and training on malware, ransomware, and security best practices.

Research Paper Publications

- "Evaluating Shallow and Deep Networks for Ransomware Detection and Classification" – 2017 IEEE ICACCI
- "Understanding and Defending Crypto-ransomware" – ARPN Journal of Engineering and Applied Sciences
- "An Information Security Scheme for Cloud-based Environment using 3DES Encryption Algorithm" – IJRDET

Education

M.Tech, Cyber Security Systems and Networks, *Amrita Vishwa Vidyapeetham University* – July 2017

- Thesis: Detecting Ransomware Using Deep Learning *[Published papers: see above]*

B.E., Computer Science & Engineering, *Amravati University* – Feb 2015

- Project: 3DES Encryption for Cloud Security *[Published paper: see above]*

Certifications

- ISC2 Certified in Cybersecurity
- ISO 27001, 27701, 22301, 20000 Lead Auditor
- Tenable Certified Sales Associate – VM, OT, CS
- UiPath Academy – Robotic Process Automation
- International Cyber Conflicts

Other Activities

- **Author:** Cyber Awareness Blog, Cyber Maya
- **Speaker:** InCTF 2019, ISACA Coimbatore 2018, Rathinam College 2017
- **Community:** Frequent speaker on APTs, data breaches, malware analysis