ALI TAS
IT – NETWORK AND CYBER SECURITY PROFESSIONAL

✉ tas.alich@gmail.com   📍 Guterstrasse 6 Biel/Bienne 2502 Switzerland   📞 +41 77 212 35 20

PERSONAL SUMMARY

IT professional with 15 years in total including 6 years at senior level position with a combined expertise in sales and technical sales team management with extensive portfolios and strategic projects including network design and configuration, large system architecture development and administration, delivering technical support and managing migration projects.

EDUCATION AND CERTIFICATES

Electrical Engineering (Bachelor Degree) - Istanbul Technical University, 1998

Azure Security Services - Microsoft, 2020

Machine Learning - Harvard University, 2020

XDSL Advanced Setup Course - Alcatel University, 2005

Key Account Management - Management Center, 2009

LANGUAGE SKILLS

➢ **English**
➢ **German**
➢ **Turkish (Native)**

EXPERIENCES

NSS TECHNOLOGY | ISTANBUL

CYBER SECURITY EXPERT / SALES AND PRE-SALES (09.2018 – 05.2019)

- Building and supervising sales teams in a start-up company
- Architecture of cyber security projects (DLP, NAC, MDM, Data Classification, Patch Management, Predictive Security)
- Maintaining GDPR compliance in corporate customers
- Implementing consulting projects, taking presales and sales tasks and participating intensively in the development of cyber security on the market.
- Performing competently and advise our customers on a wide range of information security issues.

Achievements:
- Built sales and pre-sales team
- Grew the pipeline to $ 10 million from scratch

TURK TELEKOMUNIKASYON AS | ISTANBUL

STRATEGIC CUSTOMERS GROUP MANAGER / SALES AND PRE-SALES (06.2003 – 08.2018)

- Managing Key Account Managers and Technical Account Managers teams of 15 employees
- Developing the complex network infrastructure and implement security and network solutions in the areas of data center, LAN, WLAN, MAN, WAN, Internet, cloud, remote access and firewall in a cloud environment.
- Participating in the development of the IT Network strategy and roadmap.
- Acting as a Project Manager for Network related business initiatives.
- Writing technical documentation and user manuals for the different network services.
- Managing the relationships with Strategic Costumers in Health, Manufacturing, Construction and Finance Sectors (1'000 Corporations)

Achievements:
- Built and trained sales teams with technical expertise Increased sales volume with existing costumers' portfolio by $20 Mio per year.
- Promoted from Team Leader position to Manager and then Group Manager during 15 years

TURK TELEKOMUNIKASYON AS | ISTANBUL

INFRASTRUCTURE INVESTMENT AND PLANNING ENGINEER (12.1998 – 06.2003)

- Supervising Planning Specialists team
- Designing telecommunication infrastructure and network planning and projection (F/O, Copper, R/L, Broadband and Active System)

Achievements:
- Transformed whole xDSL infrastructure in Turkey broadband

FENIX TECHNOLOGY | ISTANBUL

R&D PROJECT MANAGER (01.1998 – 12.1998)

- Designed electronic hardware in four projects for the oil and textile industry, hardware design for PIC Controller

TECHNICAL AND PROFESSIONAL SKILLS

TEAM MANAGEMENT

- Establishment of Sales and Pre-Sales Teams
- Tender management with third parties
- Project Management Agile-Scrum (end to end)
- Transformation Management

NETWORK ARCHITECTURE

- Designing and optimization WAN, LAN, WLAN MPLS, SD-WAN, Lease Line, P2P product, XDSL, VPN over Internet, FW, Router, Switch, Access Point)
- Implementing network infrastructure
- Disaster Recovery and Back-up projects
- Technical documentation

TELECOMMUNICATION

- Core infrastructure planning and projection (F/O, Copper, R/L)
- Transmission infrastructure planning and implementation. (DWDM, ATM, SDH, PDH, R/L)
- MPLS, SD-WAN, ME, F/R, ATM, LL, XDSL, ISDN, PSTN, IP Phone, P2P, L2, L3, IP, VOIP, 4G

CYBER SECURITY

- Creating solutions and end-to-end security policy and strategy
- Maintaining GDPR Compliance
- DLP, NAC, MDM, Data Classification, Patch Management, Predictive Security, Mobil DLP, BYOD
- Azure security services-Certificated

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CORPORATE PROJECTS REFERENCES

- Anadolu Group (Coca Cola, Mc Donald's, Migros, Anadolu Efes)- MPLS+Back up, Internet and Voice Project
- Unilever Turkey- VPN over Internet Project (Back up for British Telecom MPLS)
- Msc Shipping Turkey- MPLS Project+R/L Back Up and PSTN Projects
- Renault Mais Turkey- MPLS + R/L Back up and Internet Projects
- Henkel Turkey- VPN over Internet Project
- Bayer Turkey– P2P WAN Project
- Hyundai Turkey – International MPLS, Internet and F/O Back Up Projects
- Fortis Bank - MPLS, P2P, Internet, Voice and Immigration Projects.
- ABH Datacenter - Wide Area Network (P2P, MPLS and Internet) Immigration Project.
- Türk Ekonomi Bankası MPLS, P2P, Internet, Voice Immigration Projects.
- IBM -Data Center Immigration from Istanbul to Izmir Project
- Arçelik - POS over 2G mobile Internet Projects
- Tesco Turkey - MPLS and Back Up Projects
- Tosçelik - MPLS, Internet, Voice and Data center Immigration Projects
- SANKO - MPLS, Internet, Voice and Back Up Projects
- İstanbul Memorial Hospital- MPLS, Internet, Voice, Back Up and Cyber Security Projects
- AYDEM (Local Electric corporation) - MPLS and ICT Projects