

Robert J. Higham

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Professional Summary

Accomplished cybersecurity leader with over 20 years of experience architecting security solutions and building high-performing global teams across diverse industries. Proven ability to transform security operations with expertise extending to leading complex product development efforts and ensuring secure development life-cycles across numerous vendor and software projects. Excels at fostering seamless integration between IT Service Management, vendor product/service capabilities and internal security functions. Seeking a senior leadership role to build, mature, and integrate cutting-edge cybersecurity programs.

Skills Summary

- **Leadership & Team Development:** 10 years of proven ability to build, lead, motivate, and restructure cross-functional cybersecurity teams; experience includes establishing new functions, optimizing existing teams, and refactoring roles for maximum efficiency and focus.
 - **Operational & Vendor Integration:** Expertise in designing and implementing seamless integrations between internal security operations and external vendor solutions; skilled in ensuring technology and processes align with customer cybersecurity program requirements.
 - **Technical Acumen & Execution:** Strong hands-on technical capabilities across security architecture, secure software development lifecycle, DevSecOps practices, data pipeline management, data analysis/engineering, and cloud security.
 - **Strategic Communication & Influence:** Skilled in developing and communicating technical roadmaps, project status, and strategic vision to stakeholders at all levels, influencing decision-making through clear analysis and effective negotiation.
 - **Program & Project Management:** Demonstrated success leading multiple product development initiatives and managing dozens of complex vendor and software development projects with a focus on security adherence.
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Professional Experience

Director, Cybersecurity | SecureWorks, Inc. | September 2023 – February 2025

- Directed a multi-million dollar budget, strategic planning, and performance reviews while directing a globally recognized cybersecurity team (CTU) securing 1,000+ clients worldwide.
- Improved customer satisfaction by leading initiatives reducing missed detection critical situations from ~2% to ~0.4% (exceeding the 1% target).

- Drove the optimization of detection engineering workflows resulting in an 80% efficiency gain.

Principal Threat Researcher | SecureWorks, Inc. | November 2019 – September 2023

- Directed a company-wide effort to prepare and participate in the MITRE ATT&CK evaluation.
- Orchestrated the development and launch of a Threat-Hunting-as-a-Service offering, surpassing revenue targets by 500%.
- Created and delivered Threat Hunting workshops enhancing internal skills (150+ analysts) and generating \$1M+ in research funding via a customer-facing version leveraging retainer credits.
- Managed the project to develop and support a Python-based security analytics tool, achieving 500+ FTE hours per month savings.
- Delivered 20+ public speaking engagements at conferences, chapter meetings, and CISO roundtables.

Product Manager | State Farm Insurance | July 2014 – November 2019

- Spearheaded the formation and initial recruitment for the Security Analytics team.
- Led a 6-person team of data and security analysts in threat hunting and security analytics.
- Streamlined Security Operations workflows through the implementation of Agile principles.
- Directed the development and deployment of an efficient workflow and prioritization matrix, reducing average cyber threat intelligence triage times from days to hours.
- Directed incident response planning, tiger team activities and tabletop exercises.

Senior Analyst | State Farm Insurance | May 2007 – July 2014

- Led the reorg of a 30-analyst team for enhanced Information Security Risk focus.
- Developed and oversaw enterprise information security policies, standards, guidelines, and the Secure Development Lifecycle (SDL) and risk exception processes
- Provided guidance to the CISO and Senior Counsel on key InfoSec risk acceptance decisions.
- Managed and facilitated multiple (20+) risk assessments, evaluating security controls for third-party vendors and internal tool development projects.
- Managed multiple internal audits for PCI-DSS, ISO 27001, HIPAA, and NIST 800-53.

Education

- **M.S. Cybersecurity** | University of South Florida, June 2017 – Focus: Cyber Threat Intelligence
- **B.S. Information Technology** | Franklin University, January 2007 – Graduated Cum Laude*
- **Technology Leadership Certificate** | eCornell, February 2025 - In Progress

Professional Engagement & Community Involvement

- Previous mentor in AFA CyberPatriot Competition (2 years).
- Actively volunteer through Salkehatchie Summer Service where I mentor young adults.
- Regularly contribute insights and research in cybersecurity networking and blogging.