

CONTACT

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PROFESSIONAL SUMMARY

Dynamic Senior Manager with a proven track record at Verizon Business, excelling in strategic security planning and operational efficiency. Spearheaded automation initiatives that enhanced threat detection accuracy by 30%, while fostering cross-functional collaboration. Adept in cloud optimization and mentoring teams, driving significant cost reductions and compliance adherence.

SKILLS

- Leadership and Collaboration
- Cross-Functional Collaboration
- Mentoring and Team Development
- Strategic Security Planning
- Technical and Non-Technical Communication
- Executive Stakeholder Engagement
- Change Management Leadership
- Workforce Equity Advocacy
- Continuous Learning Advocacy
- Team Upskilling and Certification Support
- Conflict Resolution and Mediation
- Scalable Process Design
- Strategic Vision Implementation
- Event Security Planning and Coordination
- Operational Efficiency Leadership
- Crisis Management Leadership
- Organizational Resilience Building
- Cross-Departmental
- Threat Detection and Response
- Extended Detection and Response (XDR)
- Incident Response Automation
- Threat Intelligence Analysis

TED SUMMEY

CYBERSECURITY LEADER AND INNOVATOR



EXPERIENCE

Senior Manager, Product Management and Development Verizon Business - Knoxville, TN
07/2022 - 09/2024

- Led the development of advanced security solutions, focusing on automation, cost optimization, and compliance to enhance operational efficiency, streamline threat detection, and reduce operational risks
- Cut AWS costs by \$12K/month, reducing cloud expenses by 15% through resource optimization
- Implemented RBAC in Securonix, securing 500+ roles and cutting access risks by 95%
- Resolved integration issues, improving reliability by 20% and enhancing cross-team collaboration
- Investigated a breach, confirming no data
- Reduced event processing by 20%, cutting ingestion costs while maintaining detection integrity
- Earned AWS and Azure certifications, applying skills to optimize operations and cut cloud costs
- Ensured 100% compliance deploying Sentinel MXDR, meeting regulatory and audit requirements

Senior Solutions Engineer CyberClan - Vancouver, BC
02/2021 - 07/2022

- Transformed MDR services to enhance security operations and market positioning, achieving scalable solutions with Fluency and leading tools like CrowdStrike
- Revolutionized incident response by integrating SOAR with Securonix Snyptr, boosting threat detection and operational efficiency for enterprise clients
- Designed MDR solutions, boosting threat detection by 30% and enabling 20% faster incident response
- Integrated SOAR with Securonix, improving accuracy and operational efficiency by 25%
- Automated triage systems, introduce sandboxing to reduce containment times by 40%
- Led the migration from Securonix to Fluency, ensuring scalability and improving client satisfaction
- Developed backend Python scripts, enhancing SOAR workflows and enabling seamless tool integrations
- Introduced cross-functional initiatives with engineering and sales, driving 15% revenue growth

Cyber Threat Intel Analyst 4 / Senior Sales Engineer ZeroFOX (acquired LookingGlass Cyber) - Baltimore, MD
06/2019 - 02/2021

- Stationed in the Southern Nevada Counter Terrorism Center collaborating with DHS, FBI, TSA, Dept of Treasury, Depart of Energy, LVMPD and CISA to publish critical advisories, enhancing national cybersecurity and threat visibility across key sectors

- Incident Investigation and Reporting
- Cyber Threat Group Analysis
- SOAR Integration and Optimization
- Ransomware Mitigation Strategies
- Proactive Threat Containment
- BlueLeaks Data Breach Analysis
- External Threat Landscape Monitoring
- Zero-Day Threat Analysis
- Fusion Center Collaboration
- DHS Advisory Publishing
- Supply Chain Attack Investigations
- Endpoint Threat Management
- Phishing Attack Prevention and Analysis
- Election Security Threat Investigations
- Real-Time Threat Visibility Enhancement
- Governance, Compliance, and Risk Management
- Security Framework Compliance (HIPAA, PCI)
- Data Security Governance
- Regulatory Compliance and Audits
- Cybersecurity Risk Assessment
- Vulnerability Management
- RBAC Implementation
- Merger and Acquisition Risk Assessment
- Third-Party Risk Management
- Compliance Readiness and Gap Analysis
- Regulatory Audit Preparation
- Policy Development and Enforcement
- Incident Risk Mitigation
- Security Awareness Program Development
- HIPAA Audit Safeguarding
- Proactive Risk Identification
- Data Retention Policy Oversight
- Enterprise Compliance Road mapping
- Regulatory Change Adaptation
- Cloud and Workflow Optimization
- SaaS, PaaS, and IaaS Security
- Cloud-Based SIEM and SOAR
- Workflow Automation with Salesforce
- Salesforce for Incident Management

- Authored DHS advisories, shared nationally, raising preparedness for ransomware and supply chain threats
- Strengthened statewide cybersecurity, improving critical infrastructure visibility and response capabilities
- Delivered intelligence for 5+ threat groups, providing actionable insights to protect Nevada's key sectors
- Collaborated with federal and state agencies to mitigate risks to law enforcement and education systems
- Provided in-depth risk analyses on ransomware targeting schools, enhancing state-level response strategies
- Integrated intelligence tools like Cyveillance, improving external threat visibility for key stakeholders
- Developed Python tools to streamline BlueLeaks data analysis, reducing assessment time by 40%

Senior Solutions Engineer Giant Oak, Inc. - Arlington, VA
12/2018 - 06/2019

- Enhanced a DARPA-derived SaaS solution for financial fraud detection, collaborating with the DoD, IRS, Department of Treasury, and Secret Service
- Refined open web search enabling federal agencies to identify and mitigate fraud with greater precision and efficiency
- Partnered with IRS and Treasury to align solutions with agency needs, enhancing fraud mitigation efforts
- Delivered tailored demos for federal clients, showcasing SaaS capabilities for mission-critical challenges
- Developed advanced regex scripts, enhancing platform search precision and reducing false positives
- Led proof-of-concept initiatives, demonstrating scalable innovations to meet federal security goals

Director, Solutions Engineering, Americas BlueVoyant - Henderson, NV
05/2018 - 10/2019

- Led a solutions engineering team to deliver advanced MDR and threat intelligence solutions, enhancing detection and response for enterprise and government clients
- Directed a team delivering MDR services, improving detection and response for enterprise clients
- Designed scalable security solutions, tailoring strategies to unique clients and industry needs
- Fortified cybersecurity postures, reducing vulnerabilities and enhancing response readiness
- Led client engagements to align regulatory compliance efforts with business security strategies



EDUCATION

Bachelor of Science: Business Management
Western Governors University, 05/2020

Associate of Science: Computer Science
Indiana University South Bend, 05/2004

- Cost Optimization in Cloud Environment
- Hybrid Cloud Security Design
- Cloud Resource Utilization Audits
- Multi-Cloud Strategy Implementation
- Automated Incident Triage Systems
- API Integration for Workflow Enhancement
- Scalable Cloud Architecture Planning
- Serverless Workflow Design
- Cloud Dataflow Optimization
- Cloud-Based Threat Intelligence Platforms
- Salesforce Process Automation
- Cloud Migration and Modernization
- Secure Dataflow in Cloud Environments



CERTIFICATIONS

- Certificate of Completion in Applied Data Science, MIT Professional Education, 05/01/22, 08/31/22
- AWS Certified Cloud Practitioner, AWS, 12/31/25
- Microsoft Certified: Azure AI Fundamentals, Microsoft, 06/30/26
- Microsoft Certified: Security, Compliance, and Identity Fundamentals, Microsoft, 06/30/26
- Microsoft Certified: Azure Fundamentals, Microsoft, 10/31/25



SELECTED ACCOMPLISHMENTS

Reduced ransomware risks by 80% in three months through improved protocols and vulnerability management | mitigated a phishing attack targeting 14,000+ users | enhanced threat detection for 10+ clients by developing a Microsoft Sentinel-based MXDR solution | automated incident triage via SOAR, reducing response times by 40% | Published DHS advisories on ransomware and supply chain attacks | Achieved 100% compliance with HIPAA, PCI-DSS, and FFIEC audits | implemented RBAC in Securonix, securing 500+ roles and reducing unauthorized access risks by 95% | Led incident investigation for a suspected breach | Negotiated a 14.71% salary increase for a team member, improving equity and morale | Mentored direct reports, guiding 2 to CISSP certification | Trained 15+ cross-functional teams, reducing security incidents by 30% | Saved \$12K/month on AWS | Led cloud migration for three platforms, boosting operational efficiency by 25% | Optimized cloud ingestion, reducing unnecessary events by 20% | Deployed Zero Trust Architecture