



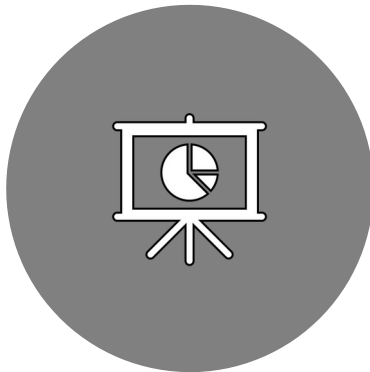
BUSINESS AND SECURITY

Chris Klimek

TALKING POINTS



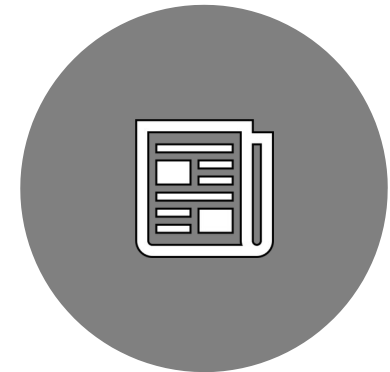
PERSONAL
BRAND



BUSINESS
UNDERSTANDI
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IMPORTANCE
OF
SECURITY



EXTERNAL
FACTORS

LOOKING FOR THE RIGHT FIT

Walk me through the process of how you would start looking for a job or internship

Personal

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LINKEDIN

- Have a profile ready and keep it updated
- Create a custom URL and put it on resume / business cards
- Set a professional profile picture
- Connect and stay up to date with people you know
- LinkedIn is not typical social media ... keep it that way
- Clean up other social media while you're at it
- UB NetDef LinkedIn group -- tinyurl.com/NetDefLinkedIn

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LINKEDIN

- Keep information about past and current jobs relevant
- Do not copy paste your resume
- Do not post classified information
- UB NetDef LinkedIn group -- tinyurl.com/NetDefLinkedIn

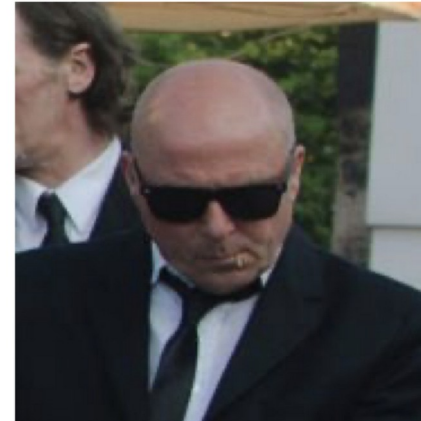
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External

LINKEDIN



Personal

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LINKEDIN

What would be a good header for your LinkedIn profile?

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Business

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External

LINKEDIN



Christopher Klimek, MBA

Multi-skilled business professional



Christopher Klimek, MBA

IT Security Analyst,
HEALTHeLINK | University at
Buffalo MBA, 2019 | Real Estate
Investment

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LINKEDIN

- Figure out what titles apply to you
- Understand what drives you
- Search for a corporate match
- Great for gaining an understanding of companies
- See who you know and don't know at a company

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NETWORKING

Give me a definition of networking...

How many people like networking?

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NETWORKING

- Career fairs (gross)
- Classes and independent studies (hint)
- Events throughout the community
- How you act will define you
- Don't stop networking once you have an internship or job

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KNOW THE COMPANY

- Use Google to find out more about each company
 - Line of business
 - Goals and mission
 - Community involvement
 - Products and services
 - Recent funding or acquisitions
- Find “mutual interests”
- Use what you find to craft a resume and cover letter

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RESUMES

Give an example of a good bullet point to list under a role for a resume

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HOW TO BUILD A RESUME

- Name, address, professional email at the top
- One page is more than enough
- Education at the top, experience, leadership and skills
- Be brief, specific and relevant
- Quantify where possible
- Craft it to target the company you want to work for
- Garbage resumes go nowhere ... at all

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HOW TO BUILD A RESUME

- Objectives are ok, but make sure that it is unique and descriptive
- Be consistent with formatting
- Do not have a funky font, use something simple
- Black and white, no color!
- Always print it on decent paper... just look up resume paper on Amazon
- If you add a course, you better explain what the course taught you
- Fluff is ok, but don't lie ☐
- Know EVERY LINE on the resume

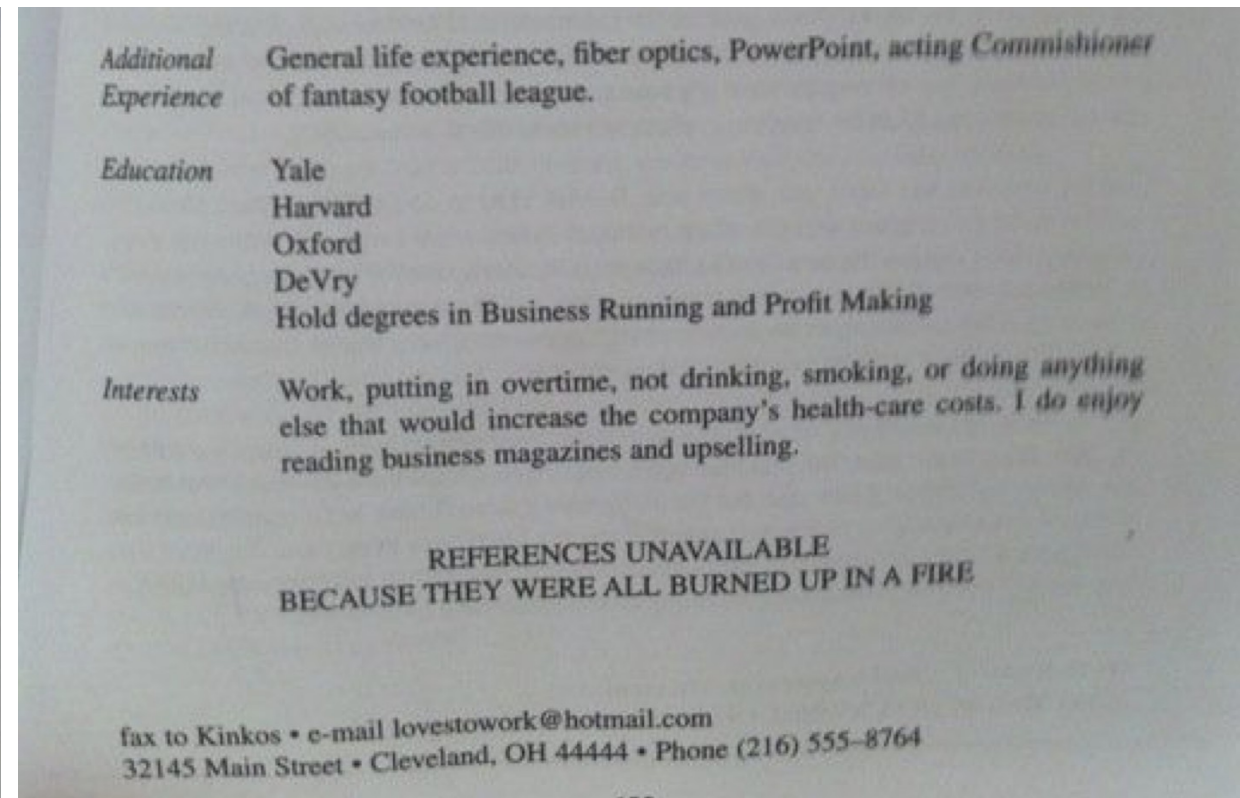
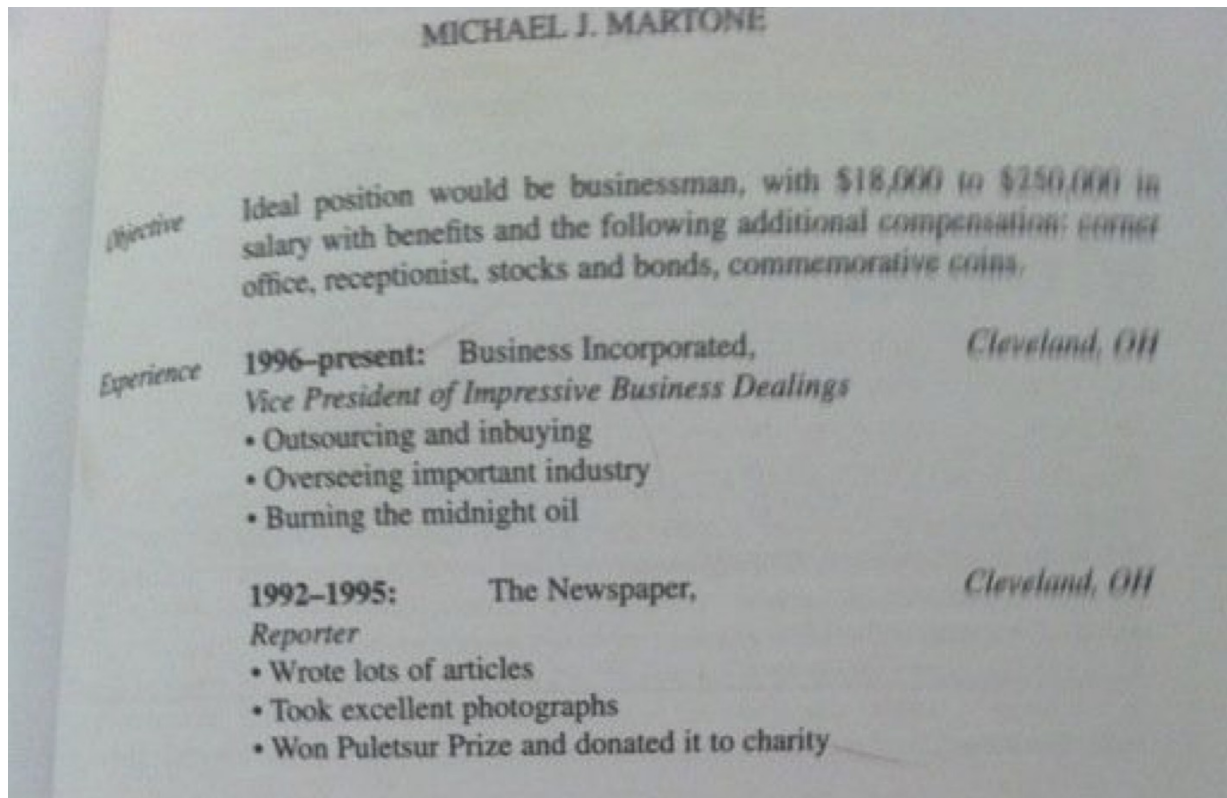
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HOW (NOT) TO BUILD A RESUME



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HOW TO BUILD A RESUME

Christopher Michael Klimek

EDUCATION

UNIVERSITY AT BUFFALO, THE STATE UNIVERSITY OF NEW YORK

Master of Business Administration, Information Assurance

Expected June 2019

LeaderCORE Professional Development Program

GPA 3.6 / 4.0

UNIVERSITY AT BUFFALO, THE STATE UNIVERSITY OF NEW YORK

Bachelor of Science Business Administration; Combined Degree Program

June 2018

EXPERIENCE

HEALTHeLINK

Depew, New York

IT Security Intern

January 2018 – Present

- Responsible for the completion, organization and streamlining of MARS-E certification task and policy requirements
- Organize and market adoption campaign for a cheaper and more secure second factor authentication method across all 5,000+ HEALTHeLINK practices
- Participate in security reviews through log analysis using Splunk to find and mitigate security risks on a weekly basis

University at Buffalo School of Management

Amherst, New York

Graduate Managerial Accounting Teaching Assistant

March 2019 – May 2019

Undergraduate Business Programming Teaching Assistant

September 2017 – December 2018

- Facilitated 4 weekly recitation sections to teach students Visual Basic, PHP and HTML
- Tailored content towards the learning style of the students by creating interactive workshops

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HOW TO BUILD A RESUME

Rich Products Corporation
Information Systems Intern

Buffalo, New York
June 2017 – December 2018

- Researched, developed and presented a SaaS governance framework to expose vulnerabilities in the procurement and lifecycle of SaaS solutions within Rich Products
- Collaborated with interns to develop an onboarding chatbot that fit with the culture and strategy of the organization and consulted with internal business experts to assure the bot fit into the culture of the organization
- Coordinated the implementation of an emergency notification system for the Buffalo region and developed a process to assure associates are kept safe in an emergency situation
- Analyzed SAP licenses and proposed the removal of 200+ accounts to reduce license fees by \$500,000

University at Buffalo School of Public Health and Health Professions
IT Student Assistant

Buffalo, New York
May 2015 – June 2017

- Analyzed problems and found efficient solutions which remediated computer issues
- Maintained over 300 computers for faculty, staff and students
- Performed inventory analysis on all machines which reduced old and vulnerable machines on the network

SKILLS

Analytical: MySQL, Qlik Sense, Google Analytics, Proficient in Microsoft Excel

Technical: Windows and Linux administration, fundamental Networking, Splunk, Visual Basic, PHP, HTML

Intermediate speaking and basic reading comprehension of the Polish language

LEADERSHIP

University at Buffalo Network Defense

January 2018 – Present

- Collaborate with team members to organize and conduct cyber security course for 15-20 students per semester
- Create and implement security competitions for 60+ students around the East Coast once a semester
- Developed an introductory cyber security competition from the ground up to teach and introduce high school students to an industry that has a strong growth projection
- Constructed and documented a continuity plan for future leaders of the class to prepare them for the further development of the class after the graduation of the current leads

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HOW TO BUILD A COVER LETTER

- Same header as the resume
- Do not copy / paste things from your resume!
- Personalize it
- Tailor it towards the type of organization you are applying to
- The below is very formal ... it works ... but I don't like it anymore
- You can be casual and professional

I am writing in regards to the ---- position that is available at ----. The advertisement mentions that the company values an individual who ----. Through my resume, I know I can prove that I can meet and exceed these qualifications.

<Explain working experience and tailor it to the job description>

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INTERVIEWS

- Don't worry ... relax!
- Dress for the organization you are interviewing for
- Take a notepad or portfolio book (with a pen ... take notes)
- Ask for a business card so you can follow up after the interview

“Dear (Mr/Mrs - Unless told otherwise), Thank you for the opportunity to interview for the position of ---. I thoroughly enjoyed hearing more about the position, <something personal to the interview>, and the organization and the interview has only heightened my interest in the position. I strongly believe that this is a good fit on both ends and I look forward to hearing a decision”

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OFFER NEGOTIATIONS

- If you feel as if the offer is low, try and negotiate
- Some companies may pull the offer (be careful)
- Be prepared to explain WHY you deserve the increase
- Do your research to know what is fair based on education and experience

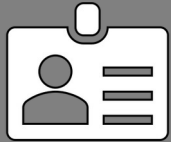
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TALKING POINTS



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WHAT MAKES UP A BUSINESS?

Operations

Research and Development

Marketing

Technology

Accounting

Finance

Strategy

Human Resources

Legal

etc...

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WHY DOES THIS MATTER?

- Each unit needs to operate in order to keep a business going
- Units need to work together to be successful
- Understanding each area helps make good decisions
- Things each department does impacts others
- Good leaders understand each part of the business

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WHY DO I NEED A BUSINESS DEGREE?

- Understand how organizations operate financially, operationally, etc...
- Figure out how people work and behave
- Analyze data to be able to provide strategic insight to an organization
- Understand financial impact of decisions
- Prepare for entrepreneurship
- Understand how other nations conduct business
- How to make presentations to communicate things (like this one!)
- Organize happy hours :)

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WHAT MAKES A SUCCESSFUL BUSINESS STUDENT?

- Ability to communicate and present information
- Staying up to date on news, trends, research (WSJ / HBR / MIT TR)
- Competitive but personable
- Ambitious and willing to take risks
- Qualitative and quantitative understanding
- Creativity

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PRESENTATIONS THE BASICS

- It is very hard to be able to present well when you have so much garbage on the screen. Also, you shouldn't read word for word bc it can make your readers really really bored. Spelling is good, take a note to review to see if you have any spelling or grammar errors. That isn't good because then people may not take you seriously. So, ive been talking about this slide for 15 - *twenty seconds. Do you like the content? Probably not. Oh, also be short and concise on what you are trying to say, slides are a visual aid and a reference, not a note card. Speaking of note cards since I am talking so long already..... Don't use them.... Know what you are talking about.*

PRESENTATIONS GRAPHICS



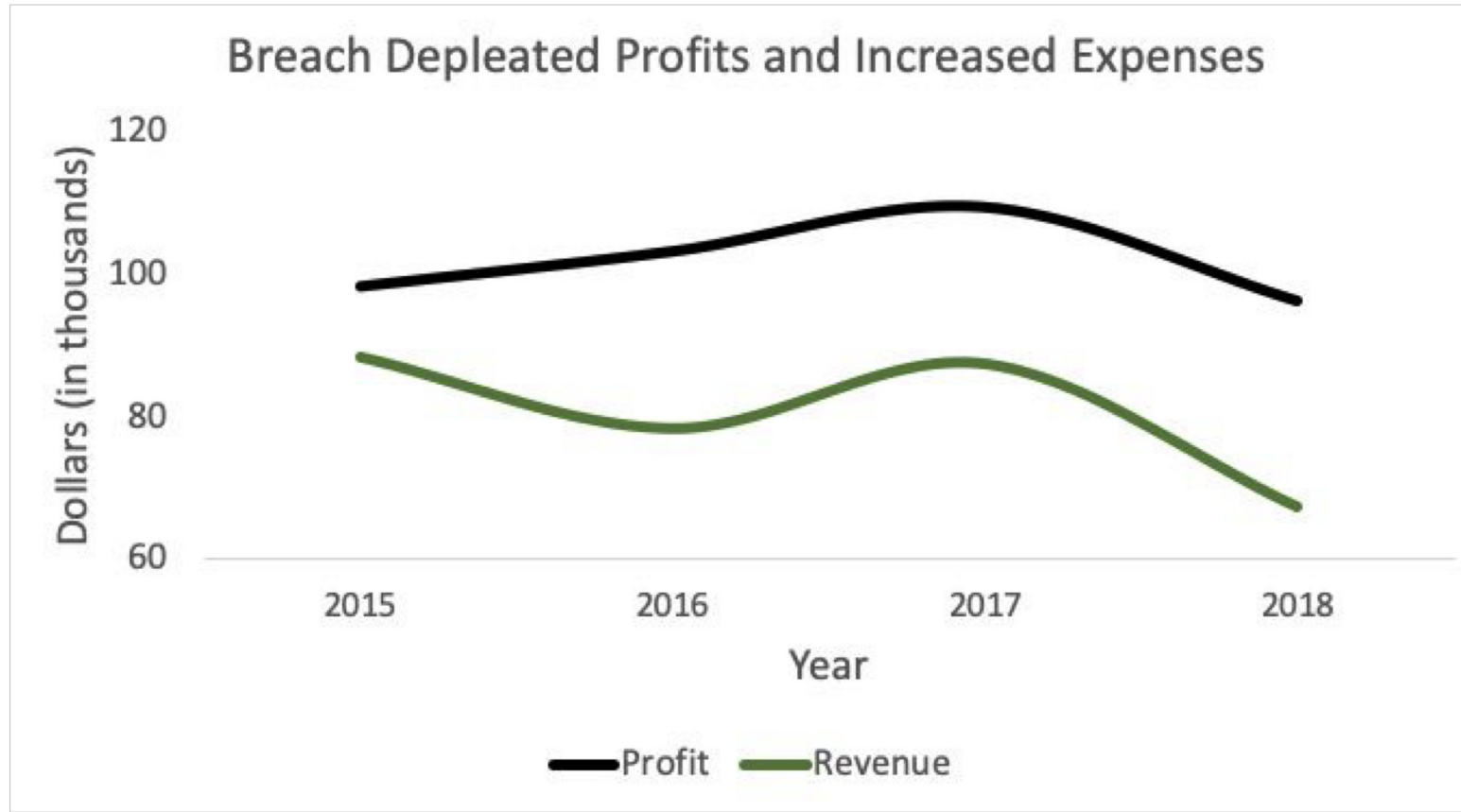
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PRESENTATIONS GRAPHICS



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WORKING EFFECTIVELY

- Think about implications before doing something ... don't rush
- Never over promise
- Find a way to take effective notes
- Keep a log of things that you do at a high level
- Consider other departments as you make changes

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MAKING AN IMPRESSION

- Ask questions, but not too many
- Strike conversation and build relationships with others across the company
- Know what resources are available
- Speak with confidence
- If you don't know something don't lie
- When something bad goes wrong, take the blame and learn something

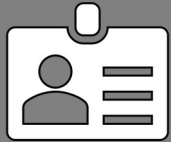
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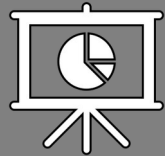
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WHAT CAN I DO?

What roles can you get in security out of college?

What do you expect day to day tasks to look like?

Break the day down into % of how time is spent

Are all roles technical?

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WHAT CAN I DO?

- Security Analyst
- Network Analyst
- Penetration Tester
- Systems Analyst
- Security Administrator
- Security Architect
- IT Security Team Lead
- Security Operations Manager
- IT Security Manager
- CISO
- Technology Director
- Information Security Officer

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WHAT CAN I DO?

- System hardening
- Training
- Firewalls
- Networking
- Compliance
- Mobile device
- Email security
- Forensics
- Penetration testing
- Log analysis

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THROW IT AWAY

What is something you learned in this class that you don't understand where it could be used in a real job?

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“I’LL NEVER DO THAT AFTER NETDEF”

- Documentation
- Log analysis
- AD servers
- Web servers
- Clock sync
- Packet capture
- Networking
- Compliance

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HOW DOES BUSINESS TIE IN??

- It's not just about keeping things secure
- Understanding business requirements
- Knowing how changes will impact others
- Financial implications
- Soft skills ... communication is HUGE
- Proposing new solutions or ideas ... need to show value
- Presenting to the board of directors, your boss, employees, etc.
- Negotiations
- Keeping up with trends

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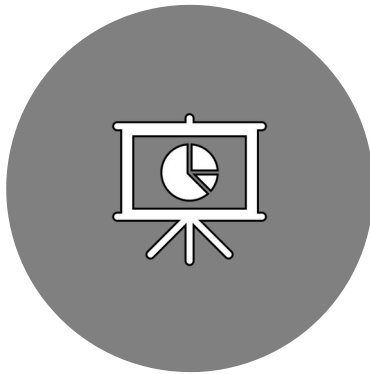
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OUTSIDE LEAKING IN

Who are some external people that can affect your organization?

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OUR SECURITY IS THE BEST AND NOTHING ELSE MATTERS!

- Wrong
- Wrong again
- External attackers
- Employees
- Vendors
 - HITRUST
 - SOC 2

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OUTSIDE LEAKING IN

What are some external things that can affect your organization?

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LOTS OF THINGS EFFECT YOUR SECURITY PROGRAM

- Vendor decisions
- Natural disasters
- Pandemic / Epidemics
- Employee actions
- War and foreign interaction
- Power outages
- Nothing is static

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External

OUTSIDE LEAKING IN

POLITICS

Cyberattack and proxy violence warnings as Iran threatens 'nightmare' revenge against US

PUBLISHED TUE, JAN 7 2020•9:07 AM EST | UPDATED TUE, JAN 7 2020•7:50 PM EST



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Singapore

IT vendor fined after data of 47,800 students, parents and staff of Singapore schools hacked

NFL Tackles Cybersecurity Concerns Ahead of 2020 Draft Day

A Message to Our Users

APRIL 1, 2020 BY [ERIC S. YUAN](#)

News

Ransomware Attacks Spike 148% Amid COVID-19 Scams



Jessica Lyons Hardcastle | Managing Editor

April 17, 2020 11:26 AM

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Windows 7 support ended on January 14, 2020

Applies to: Windows 7

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COVID - 19

- Companies need to re-evaluate their security program
- Businesses are in disaster recovery mode (hint – business decision)
- Employees home networks are an infection point (Shodan example)
- Do we allow employees to take everything home?
- Massive phishing campaigns
- Some risks have decreased, though!

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