YUVA PHALLE

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● Open B Permit

Versatile cybersecurity professional with a Master's degree in Information Security and over four years of experience in cybersecurity, DevOps, technical sales, and cybersecurity content development. Passionate about solving complex security problems, implementing DevOps solutions, and providing strategic consulting to clients. Seeking cybersecurity, DevOps, or consulting opportunities to contribute to innovative solutions and drive impactful change.

EXPERIENCE

Cyber Security Technical Sales Consultant

Hacking-Lab AG

📅 Sep 2023 - Present   📍 Zurich, CH

- **Responsibilities**:
  - Consulted with clients to assess cybersecurity needs, recommending tailored security solutions, including cloud security solutions with Azure.
  - Developed and presented customized cybersecurity training programs to enhance workforce security skills.
  - Led the development of sales strategies, identifying new business opportunities in cybersecurity training and solutions.
  - Managed key accounts, ensuring long-term client engagement and satisfaction through consistent relationship-building and exceptional customer support.
  - Prepared and managed RFPs (Request for Proposals) for cybersecurity projects, aligning solutions with client needs and business goals.
  - Delivered detailed product demonstrations, showcasing Hacking-Lab's security challenge platform, and providing in-depth technical insights.
  - Conducted market research to identify emerging trends and opportunities, informing product improvements and service offerings.
  - Negotiated contracts and pricing models, ensuring alignment with customer expectations and maximizing sales potential.

Lead Hacking-Lab Challenge Developer

Hacking-Lab AG

📅 Aug 2022 - Present   📍 Zurich, CH

- **Challenge Development**: Conceptualized, developed, and integrated new cybersecurity exercises for the Hacking-Lab platform, enhancing the training experience.
- **Quality Assurance**: Conducted quality control and testing of both in-house and third-party security challenges, ensuring high standards and reliability.
- **Event Management**: Executed remote and on-site Capture-the-Flag (CTF) events and cybersecurity training sessions, fostering hands-on learning experiences.
- **Automation and CI/CD**: Managed CI/CD pipelines using GitLab to automate deployment and testing workflows, streamlining challenge deployments and updates.
- **Technical Support**: Provided technical support to Hacking-Lab users via Discord, Jira, and email, troubleshooting and resolving issues efficiently.
- **Content Creation**: Recorded and produced comprehensive hacking tutorials and challenge walkthroughs, contributing to training materials for users and enhancing learning resources.
- **Customization**: Developed custom Docker images and Kali Linux Live CD environments, optimizing tools for cybersecurity testing and training purposes.

LIFE PHILOSOPHY

"Make improvements, not excuses. Seek respect, not attention."

SKILLS

Cybersecurity & Technical Expertise:
- **Security Challenge Development, Vulnerability Testing, Penetration Testing**
- **Cloud & Network Security, Azure Security, Network Protocols, System Hardening**
- **Security Frameworks: ISO 27001, NIST, CIS Controls**

Languages and Frameworks:
- **Python, JavaScript, Java, PHP**
- **Flask, Django, React, React Native, Next.js, Tailwind**

Technologies:
- **Drupal, Heroku, Android Studio, Arduino, Jira, CRM, Autopsy**
- **Azure, Azure Virtual Machines, PuTTY, SQL Server, *nix, Docker, GitLab, GitHub**
- **CI/CD Pipelines, Keycloak, Custom Docker Images, Kubernetes, Ansible, Terraform**

Soft Skills:
- **Relationship Building, Leadership, Mentoring, Customer Support**
- **Negotiation, Client Consultation, Solution Customization**
- **Sales Strategy Development, Market Research, Stakeholder Communication, RFP Preparation**

LANGUAGES

English (Professional)
German (Basic)
Russian (Basic)
Marathi (Native)
Hindi (Native)

Teaching Assistant

Schaffhausen Institute of Technology / Constructor Group

📅 Sept 2021 – Feb 2022   📍 Schaffhausen, CH

- **Course**: Cyber Protection
- **Description**: Assisted in coursework focused on key cybersecurity topics, including Cryptography, Android Security, Fuzzing, and Access Control, helping students grasp practical and theoretical concepts.

Full Stack Developer - Capstone Project

Schaffhausen Institute of Technology

📅 Sept 2020 – Jan 2022   📍 Schaffhausen, CH

- **Project**: EasyPeasy Food Recipe Platform
- **Description**: Developed and managed a web platform that helps users find and share food recipes, utilizing Django for backend development, PostgreSQL for database management, and React for the frontend. Integrated Miro and Slack for team collaboration.

Master's Thesis

ITMO University

📅 Jan 2019 – May 2020   📍 Saint Petersburg, RU

- **Title**: Protected Ecosystem for Indian Citizens National Identity
- **Description**: Created a secure and robust ecosystem for managing and protecting the national identity of Indian citizens, ensuring compliance with privacy standards and integrating secure identity verification mechanisms.

Bachelor's Thesis

Symbiosis International University

📅 June 2017 – March 2018   📍 Pune, IN

- **Project**: AdmaMater – Rural Area Remote Admission App
- **Description**: Developed an Android application using Java and Firebase that enables students in rural areas to remotely apply for admissions, streamlining the application process in underserved regions.

MOST PROUD OF

🏆 **Google Bug Bounty**
Found moderate level bug in Android

🏆 **Hackathon**
Secured first price in START HACK EU - 2022

🏅 **Sports**
University-level cricket and zonal-level athletics participation

REFEREES

Available upon request.

EDUCATION

M.S. in Computer Science and Software Engineering

Schaffhausen Institute of Technology

📅 Sept 2020 – July 2022

M.S. in Information Security

Saint Petersburg National Research University ITMO

📅 Aug. 2018 – July 2020

(Erasmus) M.S. in Information Security

Tallinn University of Technology

📅 Aug. 2019 – Jan 2020

B.S. in Computer Application

Symbiosis Institute of Computer Studies and Research

📅 July. 2015 – July 2018