

## CHIEF INFORMATION SECURITY OFFICER | FINANCIAL SERVICES

*Securely Enabling Business Innovation and Product Delivery*

- ⇒ **Extensive** information and risk management expertise identifying gaps and collaborative solutions that match the risk appetite of the organization.
- ⇒ **Reputation** for establishing and maintaining a company-wide vision, strategy and architecture to securely enable the business.
- ⇒ **Recognized** for taking charge of failing initiatives and crisis situations turning them into successes under tight timeframes and heavy external pressures.

### Leadership Profile

*25+ years Information Security Experience  
Managed \$64 Million Operating Budget  
Maximized Results During Constant  
Organizational Change  
Global Leader of 399 employees  
Thought Leadership | Risk Advisor | Integrity*

Strategic Planning & Execution  
Risk Management  
Security Best Practices

Entrepreneurship  
P&L Management  
Operational Efficiencies

Personnel Development  
Security as a Service  
Data Analytics

Continuous Improvement  
Critical Thinker  
Problem Solver

### Career Snapshot

#### COALFIRE

Field CISO  
2020 - Present

Advise corporate executive leaders on integrating strategic business objectives into holistic cybersecurity programs that drive positive business outcomes and strategic risk decisioning.

#### SMASH MY TRASH

Business Owner / President  
Pikes Peak Region  
2020 - Present

Co-led the design and development of Secure Blueprint, the industry's first cyber business management SaaS platform enabling businesses to develop and manage their cyber strategy.

#### KUDELSKI SECURITY

Vice President / Managing  
Director, Advisory Services  
2016 to 2020

Managed an Advisory Services P&L increasing revenue, GP and EBIT by 25%+ year over year.

Led security initiatives to reduce IT system and application return to service times by driving centralized enterprise logging of critical events, thereby gaining security visibility to perform security analytics and eliminate compliance related gaps.

#### FIRST DATA CORPORATION

Chief Security Officer  
2013 to 2015  
  
Vice President, Director,  
Architect, Engineer (*various*)  
1998 to 2013

Enabled an 80% reduction in security incidents and help desk impacts related to malware infections, by deploying key network and email security solutions and educating employees.

Incorporated uniform secure coding practices into software development lifecycle processes across the company through the implementation of web application security capabilities.

Raised Board confidence by developing and implementing an Advanced Threat Detection & Containment Strategy gaining enterprise visibility in order to perform advanced cyber analytics and respond timely to incidents.

#### US AIR FORCE

System & Security Operations  
1991 to 1998

Improved the global security maturity by ~6% annually after establishing a self-assessed security controls metrics program based on the Capability Maturity Model (CMMI) framework.

### Education & Certifications

**Bachelor of Science, Computer Information Systems**, Bellevue University. Omaha, NE

Certified Information Systems Security Professional (CISSP) (*retired 2002-2018*)

Certified in Risk and Information Systems Control (CRISC) (*retired in 2018*)

Certified Ethical Hacker (C|EH)

### Community Engagement

**Security Advisor Alliance, Advisory Board Member**, non-profit of CISOs empowering the industry, growing the next generation, and helping the community by assisting security start-ups, schools and other non-profits overcome their security challenges.

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## Professional Experience & Impact

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### Coalfire | Westminster, CO | 2020 – present

*Coalfire is the cybersecurity advisor that combines extensive cloud expertise, advanced technology, and innovative approaches to empower their clients to strengthen their security posture and secure their digital transformations.*

**Chief Information Security Officer, Field (March 2020 – Present):** Driving business development strategy for the strategic cybersecurity services portfolio. Industry evangelist developing thought leadership content via blogs, presentations, talks, and media outlets. Enabling the sales enablement training program through the development of sales cards, client-facing presentations, and collateral associated to new offerings.

- Developed the industry leading Strategy+ cybersecurity offering, a business-aligned, risk-driven cybersecurity strategy with a multi-dimensional diagnostic approach across business alignment, performance management, and controls discipline.
- Revamped the Virtual CISO offering to better engage with key business leaders that aligns with NACD cyber risk governance and oversight principles to address the questions and needs of executive stakeholders.

### Smash My Trash | Colorado Springs & Pueblo, CO | 2020 – present

*Smash My Trash is the nationwide service that safely reduces roll-off dumpster waste volume by up to 80% via mobile compaction Smash Trucks.*

**Business Owner, Director & President (November 2020 – Present):** Established Pikes Peak Smashing Inc. doing business as Smash My Trash as the exclusive provider of mobile trash compaction services for the cities south of Denver, Colorado, to include Castle Rock, Colorado Springs, and Pueblo. As a start-up, created business plans, developed marketing strategies, and oversee business growth, hiring of staff, and sales strategy.

- Built client base from zero to 77 clients across 4 territories, achieving annualized gross sales of \$560,000 and growing.

### Kudelski Security | Denver, CO / Phoenix, AZ | 2016 – 2020

*Kudelski Security is an innovative provider of intelligent, tailored cybersecurity solutions to global enterprises & public sector institutions.*

**Vice President, Advisory Services (August 2018 - January 2020):** Led the US Advisory Services and associated business development practices, to include offerings around Cyber Strategy & Governance; Threat, Vulnerability & Risk Management; Penetration Testing; and Cyber Resilience & Incident Response. Grew the practice by double digits year over year, providing strategic direction and operational leadership for a nationwide team of CISOs, practice leaders, consultants, and industry experts while ensuring that Kudelski Security's services were well aligned with customers' needs.

- As a member of the Executive leadership team, contributed to the corporate services strategy, M&A planning, budgeting, financial reporting, Customer Advisory Council, and KPIs.
- Provided thought leadership and strategic direction for new features, enhancements, and roadmap prioritization for Secure Blueprint, the industry's first cyber business management SaaS platform. (<http://www.secure-blueprint.com>)
- Created an Advisory Services business development practice organically increasing pipeline by an additional 130% while boosting backlog by 220% in the initial year.
- Simplified sales messaging on how to approach CxOs on Kudelski Security capabilities, catalyzing a 570% increase in Advisory Services pipeline by the end of that year.
- Managed the US Advisory Services P&L and led the team in understanding KPIs and development of cascading measures to drive continuous improvement.
- Recruited top cybersecurity talent, growing the team 40% annually with 100% employee retention of new hires.

**Managing Director, Strategy & Governance Services (August 2016 - July 2018):** Built and implemented the initial offering of Strategy & Governance Advisory Services offerings for the newly established cybersecurity capabilities in the US for the Swiss based Kudelski Security service provider. Accountable for the pre-sales, scoping, delivery and thought leadership for the Strategic Advisory Services offerings at Kudelski Security.

- Co-designed and implemented a cyber program management and maturity model to enable customers to establish, monitor and manage their cybersecurity program strategy and roadmap, ultimately leveraged for Secure Blueprint.
- Developed cybersecurity program strategies, board presentations, dashboards, and roadmaps for the CIOs and CISOs at Kudelski Security clients.
- Developed and managed cross functional teams for the initial creation of marketing presentations, solution briefs, marketing pamphlets and business outcomes.
- Established standardized operational practices, pricing tools, and project delivery templates across the offerings.

**Veterans Passport to Hope (VP2H) | Denver, CO | 2015 – 2017**

*VP2H is a non-profit to raise awareness for Veteran issues particularly after returning home from combat missions, foster collaboration between other veteran focused non-profits, and raise funds that directly benefit Colorado based veterans and their families.*

**Board Member / Director of Information Technology (June 2015 – August 2017):** Non-paid volunteer-based role to organize and fundraise for veteran non-profits via symposiums, galas, golf tournaments and marketing. Responsible for all IT related efforts for the organization, from web platforms to donor management.

- Reviewed, evaluated, and implemented the initial Donor/Customer Relationship Management platform (CRM).
- Implemented Microsoft Office 365 and MailChimp to better manage communications with donors and non-profits.
- Managed the Veteran's Resource Portal, a one-stop source for all free resources for veterans.

**InfoSec Advisor, LLC | Larkspur, CO | 2015 – 2016**

*InfoSec Advisor is an independent cybersecurity advisory firm, leveraging 20+ years of IT and information security experience to develop risk management and cyber program strategies and roadmaps to Executive Leadership of Fortune 1000 companies.*

**President / Chief Information Security Officer (August 2015 – August 2016):** Provided Executive consulting on cybersecurity program maturity, roadmaps and risk management strategies. As a trusted partner, assisted Optiv Security, the largest pure-play cybersecurity integrator in the world, in helping organizations of many verticals to securely enable their business through the delivery of risk management strategies that aligned security technology, people, and process with business objectives.

- Leveraged industry and CISO expertise to quickly understand customers' businesses and cybersecurity operations, developing cybersecurity program roadmaps, dashboards, and KPIs, enabling the customer to drive improvements.

**First Data Corporation | Greenwood Village, CO / Omaha, NE | 1998 – 2015**

*First Data is the largest processor of credit and debit card transactions in the world, processing 28% of the world's e-commerce volume supporting businesses in 118 countries. As a payment processor, First Data is one of the most heavily attacked companies in the world.*

**Chief Information Security Officer / Chief Security Officer (July 2013 – July 2015):** Led the entire physical and logical security program at First Data through corporate executive restructuring, transitioning physical security, disaster recovery, privacy, enterprise risk management, and compliance into dedicated functions, and taking a more focused oversight and management of the information and cyber security programs.

- Delighted industry regulators (FFIEC, FDIC, FTC, OCC) by regularly illustrating a solid security and risk management strategy and continuous improvement program.
- Negotiated the largest payment processor cyber security insurance policy to 40 different contributing underwriters.
- Securely enabled business initiatives by converting the information risk assessment processes into a common framework globally while chairing a weekly security risk committee to enable an understanding of risk by business leaders.
- Awarded the first Payment Card Industry Data Security Standard (PCI DSS) certified processor in India.
- Reduced insider threat by eliminating excessive access privileges on over 18,000 endpoints and instituting a trifecta risk evaluation process to reduce the threat landscape.
- Reduced multi-year internally identified risks by over 63% through the implementation of a control officer function.

**Vice President, Infrastructure & Threat Protection (2011-2013):** Established and led two of the four global 'security as a service' teams, infrastructure security and threat management, ensuring foundational security posture was improved, while building out threat intelligence, continuous monitoring, security analytics, incident response, and advanced tools and tactics capabilities.

- Eliminated the most significant corporate risk by taking charge of the 10+ year complex gap, reducing the risk in 6 months with less than a 2% error rate of operational impact.
- Reduced annual operating expense of over \$600 thousand by eliminating antiquated security processes and technologies.
- Improved teamwork and morale by designing a security as a service organizational model to ensure accountability and streamline execution.

*"John is a visionary leader with an influential style that naturally engages his employees and the organization."*

*-Retired Chief Security Officer & Former Boss*

**First Data Corporation (continued) | Greenwood Village, CO / Omaha, NE | 1998 – 2015**

**Director, Global Security Architecture (2007-2011):** Led the global implementation of security architectures, technologies, standards and processes, ensuring consistency and reuse of vetted designs and solutions. Defined security technology roadmaps, reference architectures and security patterns leveraging TOGAF principles. Managed business case development, funding approval and project execution of multimillion-dollar security initiatives to include Certificate Management, Data Leakage Prevention, Web Application Firewalls, Clientless Remote Access and Wireless Security.

- Co-led the development of a next generation network infrastructure centered on data classification and PCI standards.
- Improved security effectiveness and availability of web filtering and reporting by more than 90% within 1 year by replacing 5 disparate solutions globally.
- Developed and grew 25+ employees by developing coursework and teaching key security domains with a 90% pass rate for those who followed through with the CISSP security exam.

**Director, Security Engineering (2005-2007):** Led the establishment of a corporate security engineering program, moving practices from ad hoc and unrefined to predictable and reliable. Institutionalized a standard approach for evaluations, prototyping, and value analysis of security technology used throughout the organization, resulting in the standardization of 3 corporate security solutions within the first 6 months of execution.

- Decreased annual network security maintenance expenses by 74% through vendor negotiations & relationship building.
- Reduce system administration overhead by 80%, by standardizing to an appliance-based firewall solution.
- Saved 32-man hours per month by streamlining security procedures and eliminating inefficient steps of legacy processes.

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**Additional Experience**

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**Manager, Network & Distributed Systems Security | First Data | Omaha, NE | 2002-2005**

**Senior Security Engineer | First Data | Omaha, NE | 1998-2002**

**Computer Systems Security Administrator | US Air Force | 1991-1998**