ABDUL JAVED, MS

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Pre-Sales Solutions Engineering | Technical Account Leadership | Cybersecurity (SIEM, EDR, VM, Cloud)

SUMMARY

Customer-facing cybersecurity advisor with **6+ years bridging technical depth and business outcomes** across SIEM, EDR, vulnerability management, and cloud security. Trusted technical resource for **enterprise MDR and vulnerability management accounts at Rapid7**, leading discovery, demonstrations, technical validation, and executive business reviews that drive adoption, expansion, and retention — fluent with audiences from SOC analysts to CISOs.

PROFESSIONAL EXPERIENCE

Senior Cybersecurity Advisor, MDR & MVM | Rapid7 *Dec 2021 – Present*

- **Primary technical advisor for 25+ enterprise client teams** across the Rapid7 platform (InsightIDR SIEM/MDR, InsightVM), owning the technical relationship from onboarding through renewal and expansion.
- **Lead discovery sessions and deliver tailored demonstrations and workshops** that map business requirements to platform capabilities and simplify complex security concepts for technical and executive audiences.
- **Present monthly and quarterly business reviews to CISOs and senior management**, covering posture metrics, risk findings, and adoption roadmaps.
- **Partner with Sales, Support, and Product to qualify upsell and cross-sell opportunities**, resolve technical blockers in active deals, and escalate customer feedback — contributing to revenue growth within assigned accounts.
- Remediated critical security gaps — zero-day exposure, unauthorized remote access, third-party VPN risk, unencrypted credential storage — **demonstrating measurable risk-score reduction that anchored renewals**.
- Advise on security architecture spanning network, endpoint, cloud, and application security, aligned to **ISO 27001 and CIS Controls**.
- **Maintain competitive knowledge across the SIEM/EDR/VM landscape** (Splunk, CrowdStrike, SentinelOne, Defender, Qualys, Tenable) to position platform differentiation credibly.

Cybersecurity Analyst | Karyopharm Therapeutics *Oct 2020 – Dec 2021*

- **Implemented the NIST 800-53 framework**, presenting control roadmaps and gaining buy-in from IT, legal, and executive stakeholders.
- **Reduced phishing susceptibility 40% and trained 200+ employees** through an ongoing simulation and awareness program.
- **Ran internal technical evaluations and proof-of-concept cycles** with systems, networking, and business teams to select and deploy enterprise security solutions.

Privacy Analyst | Karyopharm Therapeutics *Aug 2019 – Oct 2020*

- **Conducted GDPR, CCPA, and HIPAA audits, DPIAs, and third-party vendor assessments** — directly applicable to security questionnaires and compliance-driven sales cycles.

Technical Expert (Genius Bar) | Apple *Oct 2017 – Aug 2019*

- **High-volume, customer-facing technical troubleshooting**; go-to expert for training new employees and clarifying protocols.

TECHNICAL SKILLS

SIEM / SOC: Rapid7 InsightIDR, Splunk, QRadar — detection engineering, incident response, MDR workflows
Endpoint / EDR: CrowdStrike Falcon, Microsoft Defender, SentinelOne
Vulnerability Mgmt: Rapid7 InsightVM, Nessus, Qualys — risk-based prioritization and remediation
Network & Cloud: Palo Alto Networks, Cisco ASA, AWS, Azure
Identity & Automation: Okta, MFA, Python, PowerShell, SOAR playbooks
GRC & Frameworks: NIST 800-53, ISO 27001, CIS Controls, PCI DSS, HIPAA, GDPR
Pre-Sales Motions: Discovery, demos, technical validation/POV, QBRs/EBRs, competitive positioning, RFP/RFI response

EDUCATION & CERTIFICATIONS

M.S., Cybersecurity & Information Assurance — Western Governors University
B.S., Information Technology — University of Massachusetts Boston
Certifications: CompTIA PenTest+ (PT0-002) • CompTIA CySA+ (CS0-003) • (ISC)² Certified in Cybersecurity • Rapid7 InsightIDR Specialist • Rapid7 InsightVM Certified Admin