

# Sean T. Malone

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**C|CISO, CISSP, CISM, CISA**

## Summary

**Technical CISO** who assists organizations in achieving real risk reduction by ensuring that they have the people, technologies, and processes in place to enable business operations while managing risks effectively. Skilled in **Security Vision & Leadership, Governance, Cloud Security, Product Security, Information Risk Management, and Team Building**. Open to challenging leadership opportunities that consist of moving quickly to create a direct, positive impact.

## Top 5 Strengths

Strategic – Futuristic – Competition – Activator – Ideation

## Education

### **MS in Information Security & Assurance**

Western Governors University, Salt Lake City, UT

### **BS in Mathematics with Computer Science Concentration**

University of Dallas, Irving, TX

## Key Certifications

Certified Chief Information Security Officer (**C|CISO**), ID# ECC21404275320, 2016

Certified Information Systems Security Professional (**CISSP**), ID# 409298, 2011

Certified Information Security Manager (**CISM**), ID# 1527229, 2015

Certified Information Systems Auditor (**CISA**), ID# 12100224, 2012

AWS Certified Solutions Architect - Associate, ID# ZXTZ6TJ22M1EQ6WY, 2019

AWS Certified Security - Specialty, ID# ZXTZ6TJ22M1EQ6WY, 2020

## Professional Experience

### **VisibleRisk (Acquired by BitSight)**

**December 2020 to January 2022**

VisibleRisk (a joint venture between Moody's and Team8) provides a platform for continuous cyber risk quantification and security program assessment, leveraging external & internal data on breaches, controls, and threats. VisibleRisk was acquired by BitSight in late 2021.

#### **CISO**

**Security Program Formation:** Built a best-in-class startup security team and program from the ground up. Designed streamlined & cost-effective policies, procedures, architectures, technical controls, and third-party solutions.

**Customer Trust:** Represented the company's security and privacy posture to potential & current clients. Enabled sales by supporting customer third-party risk management processes. Passed inspection by multiple Fortune-500 financial firms.

#### **VP Product & Service Delivery**

**Cyber Risk Quantification:** Designed quantitative approaches to measure entities' security governance, fortitude, and overall ability to prevent, detect, and respond to cyber attacks. Core contributor to the VisibleRisk assessment and risk quantification methodology.

**Product Strategy:** Led a successful pivot from a services company to a SaaS product company, defining the product & technology vision and execution strategy, resulting in successful acquisition by BitSight. Managed a global team of 30+ members across Product, R&D, Engineering, and Delivery.

### **Amazon.com**

**February 2019 to December 2020**

Amazon.com is a multinational technology company based in Seattle, Washington, that focuses on e-commerce, cloud computing, digital streaming, and artificial intelligence.

#### **Head of Cyber Defense, Amazon Prime Video**

**Security Strategy:** Matured the organization's approach to cyber defense by driving programmatic prioritization. Leveraged the NIST Cybersecurity Framework, formal risk assessment with NIST SP 800-30, and red team engagements to identify and mitigate unmanaged risk.

**Executive Leadership:** Led a cross-functional team including security engineering, security tooling, and incident management. Drove alignment with business stakeholders and engineering teams.

**Media Distribution Platform Security:** Leveraged deep technical expertise to secure the platform, from content ingestion through cataloging, encoding, distribution, and playback. Managed security at scale for hundreds of services, thousands of AWS accounts, and legacy infrastructure.

**Cloud-Native DevSecOps:** Drove automated and orchestrated security through a streamlined SDLC with security integrated into the CI/CD pipeline. Provided enablement tools and guardrails to make it simple to develop secure software. Used big data analytics and machine learning with auto-remediation to rapidly mitigate identified risks.

## Accenture Security

August 2015 to February 2019

Accenture Security helps organizations build resilience from the inside out, so they can confidently focus on innovation and growth. Leveraging its global network of cybersecurity labs, deep industry understanding across client value chains and services that span the security lifecycle, Accenture protects organizations' valuable assets, end-to-end. After acquisition of FusionX, Sean remained in the FusionX business unit for two years. Following that, he led Accenture Security's alliance with Microsoft and Avanade.

### Security Senior Principal, Cyber Defense

**Acquisition Integration & Operations:** Led successful integration of the FusionX acquisition into Accenture Security, retaining all key personnel for at least two years and beating revenue targets.

**Cloud Security:** Responsible for Accenture Security's alliance with Microsoft and Avanade, to develop and bring to market new multi-cloud managed security services. Led a matrixed global team of 30+ people, managing a multi-million dollar offering development budget and driving significant new revenue.

**Industry Influencer:** Client-facing executive and board consultant with a focus on strategy & cyber defense effectiveness. Spokesperson for Accenture Security, representing the firm to the media and at events.

## FusionX (Acquired by Accenture)

October 2012 to August 2015

FusionX helps customers manage cyber risk through a variety of services geared towards minimizing exposure and maximizing ROI. FusionX has a unique approach to providing holistic security solutions in complex environments to counter the most advanced and persistent cybersecurity threats. Sean joined FusionX as #3 in the company and wore multiple hats while driving growth leading to successful acquisition. FusionX was acquired by Accenture in August 2015.

### Chief Strategy Officer

April 2015 to August 2015

**Business Development & Solution Engineering:** Designed solutions to meet client needs for adversary simulation and strategic advisory services, with a reputation for closing deals through demonstration of technical excellence and understanding of the client's security program. Consistently achieved 50% year-over-year revenue growth.

**Security Vision & Strategy:** Consulted on baseline assessments, strategic vision, and gap analyses for complex enterprise information security programs. Produced executive roadmaps for continual improvement in teams, technology, and processes. Implementation of these security strategies resulted in increased ability to withstand cyber attacks, as measured by annual sophisticated attack simulations.

**C-Suite Collaboration:** Worked directly with members of the executive team and board, including the CIO, CTO, CISO, and legal counsel of multiple organizations. Translated complex technical security issues into the language of business risk and provided guidance on security assessments, governance, and incident response. Trusted member of informal security steering committees.

### Cybersecurity Delivery Operations Manager

September 2014 to March 2015

**Service Delivery Management:** Managed service delivery for FusionX accounts with a total annual contract value over two million dollars. Responsible for project scoping, burn rates, scheduling, resource assignment, execution, report delivery and executive debriefing on key accounts. Achieved 100% renewal rate for these accounts and grew them year-over-year by expanding existing services and adding new services.

**IT Operations Management:** Responsible for delivery capabilities including internal IT infrastructure, exploit and tool development, and build-versus-buy decisions. Designed dedicated assessment environments to meet client security requirements, resulting in account growth and renewal.

## Principal Security Consultant

October 2012 to August 2014

**Advisory Services Practice Lead:** Led the advisory services practice within FusionX and defined the service offering in this area. Assisted in the sale of advisory services to new clients and as an add-on to existing clients.

**Sophisticated Attack Simulations:** Executed advanced scenario-based red team assessments designed to evaluate the organization's ability to prevent, detect, and respond to sophisticated adversaries. Consistently identified critical technical and procedural issues with the potential to expose millions of payment cards and customer PII records, with possibly catastrophic impact to the client's bottom line.

**Created Engagement Management Application:** Designed, architected, prototyped, and managed the development of an internal web application for engagement management. Increased delivery team efficiency by using this application to facilitate collaboration and communication across local and distributed teams.

## Coalfire Systems

July 2011 to September 2012

Coalfire is an IT Governance, Risk and Compliance (IT GRC) firm, serving as a trusted advisor and IT GRC tools-provider to security-conscious leaders in Retail, Financial Services, Healthcare, Hospitality, Higher Education, Government and Utilities. Sean lead the Seattle division of Coalfire Labs, leading technical security engagements in support of GRC objectives.

### Senior IT Security Consultant, Team Lead

**Security Assessments and Consulting:** Conducted network & application penetration testing, web application security reviews, mobile application reviews, and source code security analysis for Fortune-500 clients across all verticals. Consistently excellent performance led to a high rate of repeat business and being requested by name.

**Team Leadership:** Led the Seattle division of Coalfire Labs, responsible for project execution and team performance. Resolved schedule, project, and personnel conflicts resulting in on-time service delivery and satisfied clients.

**Business Development:** Served as the public face of Coalfire Labs in the Northwest region through research, trainings, and presentations designed both to educate and to attract potential clients and team members to Coalfire Systems. Received consistently positive feedback and strong leads as a result of this activity.

**Pre-Sales Support:** Supported the sales team in the northwest region and across the country by providing a deep level of pre-sales technical expertise to give the buyer a familiarity and comfort level with services and capabilities. Developed a reputation as the go-to guy when technical expertise was needed to close a sale.

*(Prior roles omitted)*

### Selected Presentations

- Doubling Down on Digital Transformation (Panel) – Evanta CIO/CISO Virtual Town Hall, 2020
- Using an Expanded Cyber Kill Chain Model to Increase Attack Resiliency – Black Hat USA, 2016
- Cyber Security (Panel) – Seattle Biz-Tech Summit, 2015
- Cybersecurity Risk Oversight – National Association of Corporate Directors, Texas TriCities Chapter, 2015
- How to Respond and Recover from a Cyber Event – Emerald Down IV: 2015 Cyber Security Workshop
- Cyber Forensics, Legal Requirements, and Business Continuity (Panel) – Emerald Down III: 2014 Cyber Security Workshop
- HiveMind – Distributed File Storage Using JavaScript Botnets – Toorcon Seattle, BSides Las Vegas, and DEF CON 21, 2013

### Publications

- Mark Torgerson, Richard Schroepel, Tim Draelos, Nathan Dautenhahn, Sean Malone, Andrea Walker, Michael Collins, and Hilarie Orman. "The SANDstorm Hash." Submission to NIST SHA-3 competition, 2008

### Additional Certifications

- Cisco Certified Network Associate (CCNA), ID# CSC011928215, 2011 (lapsed)
- GIAC Certified ISO-27000 Specialist (G2700), ID# 1034, 2012
- Computer Hacking Forensic Investigator (CHFI), ID# ECC956501, 2012
- Certified Ethical Hacker (CEH), ID# ECC956501, 2011
- Microsoft Certified Professional (MCP), ID# 6672707, 2009
- FCC Technician Class Amateur Radio License, 2002