Paolo Ottolino

CyberSecurity Architect & Professional

Cybersecurity professional having about 25 years (mostly in multinational company) of experience as Project Manager and Technical Leader experience about IT, infosec, & privacy. Adjunct professor of Computer Science at University. Engineer. Item Writer e Subject Matter Expert. Engineer, he subsequently obtained the following professional certifications: CISSP-ISSAP, CISA, CISM, ISO / IEC 27001, OPST, PMP, PRINCE2, ITIL v3, Intermediate in ST and SO.

✉   📱 +39   📍 Rome, Italy   in linkedin.com/paoloottolino   🌐 www.8linux.org

Areas of Expertise

Zero Trust Architecture	Attack Techniques	Security Controls Hygiene	Integrated Risk Management
Data Protection & Security	Identity & Access	Infrastructures & Transitions	Cloud Security

Working Experiences

2022- *Bari* — **Politecnico di Bari** — Adjunct Professor of Computer Science
- **Activites** — Teaching in Secure Programming

2021- *Rome* — **Sapienza University** — Adjunct Professor of Computer Science
- **Activites** — Teaching in Operating Systems

2018- *Rome* — **Atos Italia** — Cyber Security Architect
- **Activities** — PreSales & Tech Leadership: P-SOC, Endpoint Protection, EDR, PAM, SAP Security.

  Industry Markets: Utilities, Communications, Media and Services, Banking and Securities, Manufacturing and Natural Resources
- **Achievements** — Single Point of Contact CEE (Central Eastern Europe) about: P-SOC, CSPM.

2016-18 *Rome* — **InterSistemi** — Cyber Security Head
- **Activities** — PreSales, PM & Tech Leadership: EDR (e.g., FireEye), Security Controls Hygiene, Security Posture Management.
  Industry Markets: Government (Central), Communications, Media and Services, Retail.
- **Achievements** — Pre-Sales (€700K/year) through new service framework and revised partnerships.

2013-15 *Rome* — **Reply** — Cyber Security Manager
- **Activities** — PreSales, Delivery Management: Managing delivery across team (20+ people), new Security Service Framework
  Industry Markets: Communications, Media and Services, Banking and Securities, Transportation.
- **Achievements** — Business Development: Sales: +200%. New Vendors +50%.

2010-12 *Rome* — **Novell** — Sr. Architect Manager
- **Activities** — PreSales, PM & Consulting: Detection & Response: SIEM, Log Management. IAM, PAM.
  Industry Markets: Banking and Securities, Utilities, Retail.
- **Achievements** — Business Development: €300K/year.

2006-10 *Rome* — **Symantec** — Sr. Lead Principal (formerly Principal Consultant)
- **Activities** — PreSales, PM & Consulting: Endpoint Security Compliance & Risk. SOCMS: SOC Activity Model: Detection & Response, Incident Governance, EPP, Security Controls Hygiene. MSS interfaces.
  Industry Markets: Banking and Securities, Government, Communications, Media and Services; EMEA-wide.
- **Achievements** — Business Development: $2M/year. "Pioneer Award": Revenue and Efficiency.
  Community of Excellence "Security Management": Leader EMEA from 2008 to 2010. Methodologies ("Information Feng-Shui", "Sun Tzu Hardening", "Compliance Control Taxonomy").

2002-06 *Rome* — **Business-e (ITway)** — ICT Security Consultant
- **Activities** — Security Consulting: Endpoint Security: Server Protection Strategy & Risk Assessment.
  Industry Markets: Communications, Media and Services, Government (Military).
- **Achievements** — Bolstering Skills : Professional Security Certification, Writing, Presenting, Teaching.

2001 *Rome* — **Assioma** — ICT System Consultant: Implementation, monitoring, and maintenance of the IT infrastructures "PSTN SMS Relay Platform", "ADSL Provisioning"," Dedicated-Hosting" nearby TelecomItalia

2000-01 *Rome* — **Finnat Euramerica Bank** — ICT Application: infrastructure management: Trading on-Line, GAM, "open" infrastructure)

1998-99 *FI-RM* — **National AirForce** — General Staff - Officer: Endpoint Administration

1997-98 *Rome* — **Sapienza University** — Endpoint Administration.

Education

State Exam	Engineering Professional Qualification	105/120	University "Sapienza" of Rome	2010
Master Degree	Electronic Engineering and Computer Science	104/110	University "Sapienza" of Rome	2002
Leaving Exam	Classical High School	45/60	Liceo Ginnasio Statale "Anco Marzio", Rome	1991

Security Certifications

Name	Description	Issuer	ID	year
ITIL int. SO	ITIL Intermediate Certificate in IT Service Operation	Axelos	GR754056840PO	2018
ITIL int. ST	ITIL Intermediate Certificate in IT Service Transition	Axelos	GR753058162PO	2018
27001	L.A. ISO/IEC 27001:2013	CSQA	Jan 2017 Grugliasco (TO)	2017
PRINCE2	Project IN Controlled Environment version 2 Foundation	EXIN	955497.20610412	2016
PMP	Project Management Professional	PMI	PMP® Number: 1518629	2012
ITIL	Information Technology Infrastructure Library v3 Foundation	EXIN	c.745682	2008
CISM	Certified Information Security Manager	ISACA	Certificate No.: 0706569	2006
CISA	Certified Information System Auditor	ISACA	Certificate No.: 0647331	2006
ISSAP	Information System Security Architecture Professional	(ISC)².	Constituent No.: 62737	2005
CISSP	Certified Information System Security Professional	(ISC)².	Constituent No.: 62737	2004
OPST	OSSTMM Professional Security Tester	ISECOM	Cert. No.: A16310	2004

Languages

English: fluent
Italian: mother tongue

Publications

Editor	Resource	Title	Date
Clusit	**Community for Security**	Consapevolmente Cloud	2019.03.11
Tecna	**ICT Security Magazine**	BIA for Dummies: Margine Operativo e Resilience	2017.10.03
Oracle	**Community for Security**	Cybersecurity & Critical Infrastructure: Normativa Italiana ed Europea	2016.11.20
Tecna	**ICT Security Magazine**	PCI-DSS Made Easy: Compliance for Dummies	2016.09.03
Tecna	**ICT Security Magazine**	Secure Web 2.0: Interazione con l'Utente ed Insicurezza	2016.07.10

Speech List

Organizer	Conference	City	Title	Date
Clusit	**Security Summit 2018**	Rome	Effective Cloud Governance	2018.06.06
ISACA	**EuroCACS 2018**	Edinburgh	Effective Cloud Governance (242), GDPR Pain Points (233)	2018.05.29
GDPRDay	**GDPRDay**	Rome	GDPR Pain Points	2018.05.15
ISACA	**CSX Europe 2017**	London	BIA for Dummies (241), EU Laws and Cyber Security (311), Web 2.0 Sec (321)	2017.10.31
Clusit	**Security Summit 2017**	Rome	Web 2.0 Security	2017.06.09
(ISC)²	**SecureCEE 2016**	Prague	Web 2.0 Security	2016.09.27
Sapienza	**ICT Cert Day 2015**	Rome	(ISC)2 Credential: InfoSec Professional Certification	2015.09.15
Reply	**eXchange**	Milan	Web 2.0 Security	2015.06.16
AIEA	**Sessioni di Studio**	Rome	Information Feng Shui: olistica delle contromisure	2014.10.02
(ISC)²	**SecureRome**	Rome	Overview and Initiatives	2013.07.19
OWASP	**Italy Day 2012**	Rome	Convergenza tra approccio empirico e sistematico	2012.11.20
Symantec	**EMEA Symposium**	Wien	A Programmatic Approach to Assuring IT Compliance	2008.08.27
AIEA	**Sessioni di Studio**	Torino	Data Loss Prevention	2008.03.13
IsacaRoma	**Giornate di Studio**	Roma	Basel2 & IT Risk Management	2007.01.25

Other

2012-xx   **(ISC)²**, Italy Chapter: Vice -President Central-Italy.

Personal Details

Born in Rome on May 3rd, 1972. Living in Rome. Married. One child. Marathon Runner. I Dang of Viet Vo Dao. Sailing.

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