

DAVID S. BROWN
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CYBERSECURITY SALES ENGINEERING PROFESSIONAL

Highly motivated, enthusiastic Sales Engineer with extensive experience in the CyberSecurity Industry. Proven track record of selling Security Solutions in high growth markets. Collaborative leader with expert communication and motivational skills.

CrowdStrike, (role based from home office)

The world leader in Endpoint Security

OverWatch Analyst

2017 – Current

- Helping to build new team/service using a strategic systems approach and process improvement skills
- Providing white glove service for Premium OverWatch customers including:
 - Continuous environment monitoring/auditing
 - Closed-loop communications
 - Periodic Healthchecks
 - Real-time availability as expert Detections consultant

Technical Account Manager

2016-2017

- First TAM hired to build out team to supplement the support process for top tier customers

Carbon Black (formerly Bit9), Waltham, MA

A world leader in Endpoint Security

Senior Corporate Sales Engineer

2015 – Current

Field Sales Engineer

2013 –2015

Sales Engineer

2012 –2013

- Evangelized and demonstrated products to prospective customers
- Managed all aspects of Proof-of-Concept process, including:
 - Defining Scope and Success Criteria
 - Setting up POC environment and installing product software
 - Walking through each step of POC with prospect and taking all measures to insure a tech win
- Outstanding performance on both Inside and Field Sales Teams
 - Promoted to Field SE (2013); Senior Corporate SE (2015)
 - Earned Presidents Club every year
- Training/Coaching/Mentoring of new SEs
- Process improvement, documentation, and development of best practices to help the SE team scale from 6 to >50 over a 4 year period.

FLIR Systems, Nashua, NH

2009 – 2012

The world's largest manufacturer of Infrared Cameras.

Director, Infrared Training Center

Led a team of 11 senior trainers and staff responsible for high level instruction on infrared thermography.

- Addressed rapidly evolving marketplace and increased brand awareness by orders of magnitude with innovative scalable partnerships with external educational organizations.
- Increased revenues by 32% during first full year.
- Earned first-in-industry accreditation by IACET to provide professional CEUs for students.
- Designed new website (www.infraredtraining.com) which significantly improved both the search engine rankings and the quality of the brand.
- Designed a new unique world-class training facility integrating real-life image-able targets and employing sound adult learning theory principles.
- Chaired *Inframation*, the World's largest Infrared Thermography conference during 2009, 2010, and 2011.

Control Solutions International, Nashua, NH**2008 – 2009***The country's first cosourced provider of Internal Audit services.***Manager, Training and Development**

- Obtained sponsorship status to award CPE credits for distance learning.
- Developed a formal two-week Boot Camp for New (and existing) Hires.
- Deployed HRIS Training Module providing automated course registration and CPE tracking.
- Initiated Weekly Training Webcasts on a variety of technical and industry-related topics.
- Deployed archive system to make recorded webcasts available to the entire company.
- Functioned as primary liaison with Managing Partners in International offices; assisted new International affiliates with orientation to company.

PricewaterhouseCoopers, New York, NY**1997 - 2002***PricewaterhouseCoopers is the world's largest professional services organization***Global Technology Education Manager (1999-2002)**

Responsible for oversight of technology education needs of all 160,000 partners and staff in the firm.

- *Global Vendor Management:* Negotiated the consolidation of numerous overlapping regional contracts into a single global contract. Leveraged the recently merged firm's increased buying power to save ~\$150,000/year and reduce administrative overhead.
- *New Hire Training:* Designed and implemented an 8-hour Computer-based Training (CBT) course for the training of all new hires on the topic of firm technology. Standardized new hire technology training across all lines of service. Created potential savings of ~\$182,000/year.
- *Alternative Delivery Systems:* Successfully implemented a firm-wide Technology-based Training (TBT) solution using an internal Lotus Notes tool. Provided global access to online training resources.
- *Global Technology Education Standing Task Force:* Created and chaired a global team of technology education specialists. Developed and maintained high quality global standards, policies, and procedures. Improved sharing of training resources between two recently merged professional services firms.

Regional Technology Training Manager (1997-1999)

Manager of the team that trained ~8,400 partners and staff in the New York Metro Area. Responsible for all phases of the end-user training program.

- Integrated two legacy training programs during merger process. Created the firm's "model" training program.
- Replaced existing paper-based evaluations with electronic system. Automated classroom evaluation process – used by more than 3,000 students per month. Significantly improved quality and speed of management access to training data.
- Reduced trainer classroom preparation time by over 75% by standardizing standard operating procedures.
- Increased training volume by more than 75% by hiring and developing new staff and consultants.

EDUCATION**Master of Education**, Columbia University, New York, NY.**Master of Science in Education**, Western Connecticut State University, Danbury, CT**Bachelor's Degree in Education**, Wheaton College, IL.