

# AMER KHALAF

Cybersecurity Consultant | Senior Project Manager

CISM®, CC®, ISO27001®, PMP®

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**Nationality:** Jordanian **Other:** Kittian & Nevisian · **Saudi Iqama:** Saudi Premium Resident

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## EXECUTIVE SUMMARY

Results-driven executive with over 20 years of diverse experience in Business Development, Consulting, General Management, Information Technology, and Information Security. Adept in IT Project Management and eCommerce Technical Sales, delivering exceptional services encompassing end-to-end development, support, and implementation of fully integrated solutions.

Entrepreneurial mindset and a profound passion for technology fuel my ability to drive innovation and capitalize on emerging trends. My track record reflects a proven ability to lead cross-functional teams, optimize processes, and achieve strategic objectives, consistently exceeding expectations.

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## MAIN TASKS

- **Information Security Consultancy:** Proven expertise in providing Information Security Consultancy services to organizations, ensuring the confidentiality, integrity, and availability of critical data and systems. Skilled in assessing security issues and risks, and devising effective mitigation plans to safeguard against potential threats.
- **IT & Cybersecurity Project Management:** Demonstrated success in leading and managing IT and Cybersecurity projects, from inception to completion. Proficient in driving project teams, adhering to timelines and budgets, and delivering high-quality outcomes that align with organizational objectives.
- **Security Issue Identification & Mitigation:** A keen eye for identifying security issues and potential risks, employing a systematic approach to address vulnerabilities. Capable of formulating robust mitigation plans to fortify information systems and minimize security breaches.
- **Technical Expertise in Security Services:** Hands-on experience in executing technical activities to ensure effective host, network, data, and application security services. Utilizing cutting-edge technologies and best practices to enhance the overall security posture of the organization.
- **Network Security Monitoring:** Proficient in performing network security monitoring tasks, monitoring network activity, and implementing proactive measures to detect and prevent security incidents.
- **Web & eCommerce Solutions Management:** Skilled in building and managing web and eCommerce solutions that deliver seamless user experiences. Leveraging technological innovations to create scalable and revenue-generating online platforms.

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## EXPERIENCE

### 1. INFORMATION SECURITY CONSULTANT & PROJECT MANAGER

*Information Security Projects were carried out through engaging with clients in different fields of industry. Always seeking to implement the best practices and standards to reach best results required by the client.*

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### Cybersecurity Consultant & Senior Project Manager

**Nov 2022 – Now**

Saudi Industrial Development Fund, Riyadh, Saudi Arabia

- ❖ Senior Project Manager for GRC (Governance, Risk & Compliance) Project and upcoming Information Security Projects in the pipeline.
- ❖ Accountable for NCA controls identification, implementation, and monitoring/auditing in all PMO projects
- ❖ Accountable for NCA audits

- ❖ Risk Manager for all PMO projects (in collaboration with respective PMs)
- ❖ Risk Champion (Accountable of handling all Risks subject in collaboration with ERM).

### **Project Manager, Consultant**

**April 2020 – Nov 2022**

#### **Security Matterz, Riyadh, Saudi Arabia**

- ❖ Consulting for building a complete Information Security framework for a confidential organization, which includes:
  - Developing the vision, mission, and communication strategy.
  - Working with a team to develop the information security maturity calculator and implement it.
  - Restructuring Information Security Department organization chart.
  - Review the current information security strategy and develop a new one.
  - Participate in the development of an operating model.
  - Develop a project management framework and methodology.
  - Develop a vendor/partner management framework.
  - Participate in developing supporting frameworks.
  - Help in Developing an information security architecture framework.
- ❖ Consulting for Information Security Controls Implementation for a confidential organization, aims to raise the information security maturity level of organization sites to meet the level currently implemented at the head quarter before doing the integration between them.

The main goal is to enhance the security posture for all sites based on organization's policies and procedures, NCA framework and ISO 27001 standard by working on the next:

- AS-IS Report: Asset Inventory, Gap Analysis, VAPT, Risk Register
- TO-BE Report: Targeted Architecture and Solution Design.
- Roadmap for implementation: Detailed implementation plan, implementation support and services to close the gaps and risk, and implementation report for each site (mega size).
- Information awareness session for all employees.

### **Zain Telecom Cybersecurity Project Manager**

**Jan 2019 – March 2020**

#### **Massilatech, Riyadh, Saudi Arabia**

- Review and supervise the implementation of cybersecurity policies and procedures.
- Develop and implement project plans that support business objectives, timelines, budgets, milestones, deliverables and success criteria.
- Drive day to day execution of the overall integration process to ensure activity plans remain relevant and are being executed effectively.
- Prepare project status reports and conduct meetings regularly on progress, risks, issues, and recommended solutions.
- Prepared the required handover documents and completion certificates.
- Administer the implementation of different systems from Cisco (AMP/TG, Stealth Watch, Fire Power Firewalls, ESA, ISE, and Arbor), f5, Symantec Endpoint Protection & Encryption, RSA (IGL & 2FA), and IBM Qradar

### **IT & Security Consultant Project Manager**

**Sept 2010 – July 2018**

#### **Al Raha Group of Technical Services, Riyadh, Saudi Arabia**

- Worked on scope definition, IT infrastructure mapping and business impact analysis.
- Conducting Risk Assessment and Risk Treatment.
- Developing and enhancing Information Security Policies, Guidelines and Standards.
- Preparation of the needed documents for the External Auditors.
- QA for final deliverables
- Upgraded IT systems including servers and applications to latest cloud hosting servers and virtual machines.
- Arranged for training all employees on main IT tools and applications including company ERP application.
- Lead a team for ERP migration to Microsoft Dynamics (Axapta).

- Manage infant protection project for King Fahad Medical City using RFID Technology.
- Building IT specialized system for procurement department to follow FAR (Federal Acquisition Regulation).
- Responsible about company website & content management system in addition to social media marketing systems.

## 2. SALES LEADERSHIP EXPERIENCE & PERFORMANCE HIGHLIGHTS

*Exceptional ability to understand customer needs, propose solutions, demonstrate competitive edge and link to customer business outcomes. Strong relationship with clients in public, and commercial sectors.*

### Business Development Manager

**Apr 2005 – Aug 2010**

**Riyadh Technology**, Riyadh, Saudi Arabia

- Spearheaded business development initiatives for the company focusing on expanding our market reach in wireless solutions and software applications. My efforts were instrumental in identifying strategic opportunities and forging partnerships that enhanced our technological offerings and client base
- Lead Wireless & IoT Sales opportunities in the region and qualify inbound leads.
- Develop Wireless & IoT sales strategy for key accounts to achieve short- and long-term targets.
- Guide, coach, and empower sales team to exceed goals and remove roadblocks to wireless and IoT technology projects.
- Ensure customer satisfaction for both IoT, Wi-Fi, WiMAX, and microwave clients after sales support.
- Sales for ready- and custom-made windows and web-based applications for public and private sectors.
- Business Development for the department of web development and hosting services.
- Build eCommerce to customers and online marketing campaigns for their products and services.

## 3. EARLIER EXPERIENCE

### IT Project Manager

**Mar 2000 – Mar 2005**

**Arboon Computer Technology**, Riyadh, Saudi Arabia

- Exemplary project manager, exceeding quality and time standards in leading implementation of huge digitization project for over than 14 weeks.
- Lead Microsoft Great Plains (Dynamics) implementation in each department.
- Provide Information Security Consultancy.
- Work in a team to complete the network infrastructure & security for the ACT.

### Sales Engineer

**Mar 1998 – Mar 2000**

**Oger Telecom**, Riyadh, Saudi Arabia

- Supervise technical sales team for DSL, Leased Lines, and VPN circuits.
- Analyze present and future market trends to exploit opportunities for a profitable growth.
- Monitor ISP performance, Security and guarantee customer full satisfaction.
- Initiate hosting services and relate solutions.

### Trainee

**Sept 1996 – Feb. 1997**

**Control & Communications Systems Co.**, Amman, Jordan

- Training on control systems, instrument solutions & time attendance machines installation and commissioning.

## TECHNICAL SKILLS

- **Technical:** Ms. Dynamics, Shopify, WooCommerce, OpenCart, Magento
- **Computer:** MS. Office Suite (Word, Excel, PowerPoint, Access, Outlook), Ms. Visio and Ms. Project

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- **Graphics:** Adobe Photoshop, Adobe Illustrator
  - **Languages:** Fluent in English & Arabic
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## EDUCATION, VOCATIONAL TRAINING & CREDENTIALS

- **Bachelor of Science, Electrical & Computer Engineering**  
Jordan University of Science & Technology, Amman, Jordan, 1997
- Certified Internet Webmaster (CIW)
- Project Management Professional (PMP) by PMI
- Certified Information Security Manager (CISM) by ISACA
- ISO27001 ISMS Lead Implementer by BSI
- Certified in Cybersecurity (CC) by ISC<sup>2</sup>
- Completed more than 14 sales, leadership, management, technical and business courses over career.