

AMER KHALAF

Business Development Manager | Cybersecurity GRC Consultant | Project Management Lead
Computer Engineer, PMP, CISM, CC, ISO27001 LI

Address: Riyadh, Saudi Arabia

Phone: +966-505-281478

Email: akhalaf@gmail.com

Nationality 1: Jordanian

Nationality2: Kittitian and Nevisian

Saudi Iqama: Premium Resident

SUMMARY

Dynamic and results-driven professional with 27+ years of experience across Cybersecurity, IT Management, and Project Leadership. Proven expertise in delivering end-to-end cybersecurity strategies, managing complex enterprise IT and security projects, and enabling digital transformation for government and private sector organizations. I specialized in risk management, information security governance, regulatory compliance (ISO 27001, NCA, NIST), and GRC frameworks.

Strong background in security architecture, network security monitoring, threat management, and secure eCommerce platforms. I am known for aligning business growth with technology innovation, optimizing operations, and leading cross-functional teams.

WORK EXPERIENCE

SENIOR PROJECT MANAGER / CYBERSECURITY EXPERT

NOV 2022 – JUN 2025

SAUDI INDUSTRIAL DEVELOPMENT FUND

RIYADH, SAUDI ARABIA

- Lead GRC initiatives and upcoming information security projects, ensuring alignment with organizational goals.
- Oversaw implementation and continuous monitoring of NCA cybersecurity controls across all PMO programs.
- Managed and coordinated NCA audit readiness and compliance activities.
- Acted as Cyber Risk Manager across enterprise projects, driving risk identification, mitigation, and reporting.
- Served as Risk Champion, collaborating with Enterprise Risk Management (ERM) to align project and operational risk strategies.

PMO / CYBERSECURITY CONSULTANT

APR 2020 – NOV 2022

SECURITY MATTERZ

RIYADH, SAUDI ARABIA

- Spearheaded cybersecurity consulting for a confidential client, designing an Information Security Framework aligned with NCA, ISO 27001, and industry best practices.
- Defined security vision, mission, and strategic communication plans to enhance organizational alignment.
- Developed an Information Security Maturity Model to assess and improve security posture.
- Restructured the Information Security Department, including org design, RACI, and role definitions.
- Redesigned Security Strategy, Operating Model, and Governance Framework.

- Established Project Management, Vendor Risk Management (VRM), and Security Architecture frameworks.
- Led security controls implementation to boost maturity across multi-site integrations.
- **Project Lifecycle Delivery:**
 - o Conducted AS-IS Assessment:
 - o Asset Inventory, Gap Analysis, VAPT, Risk Register.
 - o Defined TO-BE Security Architecture & Solutions.
 - o Created implementation roadmap with prioritized actions, execution support, and reporting.
 - o Delivered cybersecurity awareness training to enforce secure behavior and compliance.

CYBERSECURITY PROJECT MANAGER

ZAIN TELECOM / MASSILATECH

JAN 2019 – MAR 2020

RIYADH, SAUDI ARABIA

- Oversaw cybersecurity policy implementation, ensuring compliance with regulatory standards (e.g., NIST, ISO 27001).
- Led cybersecurity & IT projects, managing scope, budget, timelines, KPIs, and stakeholder alignment.
- Directed integration activities, risk mitigation, and adherence to cybersecurity frameworks.
- Delivered project status reports, conducted stakeholder meetings, and resolved risks/issues.
- Ensured project handover, documentation, and signoffs.
- Deployed advanced security solutions:
 - o Cisco (AMP, Threat Grid, Firepower NGFW, ESA, ISE, Stealth watch, Arbor DDoS).
 - o F5, Symantec (Endpoint Protection, Encryption).
 - o RSA (IGL, SecurID 2FA).
 - o IBM QRadar SIEM for threat detection & log management.

BUSINESS DEVELOPMENT MANAGER / IT CONSULTANT

AL RAHA GROUP OF TECHNICAL SERVICES

SEP 2010 – JUL 2018

RIYADH, SAUDI ARABIA

- Defined project scope, mapped IT infrastructure, and conducted business impact analysis (BIA).
- Performed risk assessments, risk treatment, and compliance audits.
- Developed and enhanced information security policies, standards, and guidelines.
- Prepared documentation for external auditors and ensured QA for deliverables.
- Upgraded IT systems, including servers, applications, and cloud hosting (VM migration).
- Trained staff on IT tools, applications, and ERP systems.
- Led ERP migration to Microsoft Dynamics (Axapta).
- Managed RFID-based infant protection system for King Fahad Medical City.
- Developed procurement system aligned with FAR (Federal Acquisition Regulation).
- Oversaw company websites, CMS, and social media marketing.

BUSINESS DEVELOPMENT MANAGER / GENERAL MANAGER

RIYADH TECHNOLOGY

APR 2005 – AUG 2010

RIYADH, SAUDI ARABIA

- Led business development and sales strategy for Wireless, IoT, and software solutions, driving market expansion and strategic partnerships.
- Managed key accounts and guided the sales team to deliver custom and off-the-shelf web and Windows applications.
- Oversaw customer satisfaction and post-sales support for IoT, Wi-Fi, WiMAX, and microwave technologies.
- Developed eCommerce platforms, managed web hosting services, and launched digital marketing campaigns.

IT PROJECT MANAGER

ARBOON COMPUTER TECHNOLOGY

MAR 2000 – MAR 2005

RIYADH, SAUDI ARABIA

- Successfully managed large-scale digitization project, delivering ahead of schedule while exceeding quality standards
- Led enterprise-wide implementation of Microsoft Dynamics (Great Plains) across all departments
- Provided strategic information security consultancy, ensuring compliance with industry standards
- Collaborated on network infrastructure deployment and security enhancements for ACT.

SALES ENGINEER

OGER TELECOM

MAR 1998 – MAR 2000

RIYADH, SAUDI ARABIA

- Led technical sales team for telecom solutions (DSL, Leased Lines, VPN circuits), driving revenue growth
- Conducted market analysis to identify and capitalize on emerging business opportunities
- Monitored ISP performance metrics and network security, ensuring 100% customer satisfaction
- Launched hosting services and cloud-based solutions to expand service portfolio

EDUCATION

BACHLOR OF ENGINEERING

ELECTRICAL AND COMPUTER ENGINEERING
JORDAN UNIVERSEITY OF SCIENCE & TECHNOLOGY

SEP 1991 – JUL 1997

IRBID, JORDAN

CERTIFICATES

PMP (PROJECT MANAGEMENT PROFESSIONAL)

PMI (PROJECT MANAGEMENT INSTITUTE), NUMBER: 3129511

13 AUG 2021

CISM (CERTIFIED INFORMATION SECURITY MANAGER)

ISACA NUMBER: 211646041

01 DEC 2021

ISO/IEC 27001:2013 ISMS LEAD IMPLEMENTER

BSI, NUMBER: ENR-01085365

13 MAR 2022 – 17 MAR 2022

CERTIFIED IN CYBERSECURITY

(ISC)², NUMBER: 803488

01 NOV 2022 – 31 OCT 2025

LANGUAGE

- **Arabic:** Mother Tongue
- **English:** Fluent

TRAINING

- **LINKEDIN:** CC: Certified in Cybersecurity
- **TRUSTED VISION:** ECC Implementer
- **LINKEDIN:** CCSP: The basics
- **LINKEDIN:** Learning COBIT
- **LINKEDIN:** Business Benefit Realization Basics
- **LINKEDIN:** Managing Innovation
- **LINKEDIN:** CISSP

SKILLS

- Microsoft (Word, Excel, PowerPoint, Access, Outlook, Visio, Project, Dynamics AX)
- Adobe (Photoshop, Illustrator)
- Web (WordPress, Joomla, WooCommerce, Shopify, OpenCart, Magento)