



From Hacker to Honcho

Separating yourself from the rest

Your Speakers



Darren Jones

CPA, CMA

Vice President, Risk Advisory

Darren Jones is an innovative and creative IT leader both in industry and as a consultant. He has led the way to assist clients with cybersecurity reviews, cyber strategy development, solutions implementation, 24x7 security monitoring and incident response. Darren has extensive experience with the NIST CSF and has formulated many cyber strategies using this framework as an anchor.



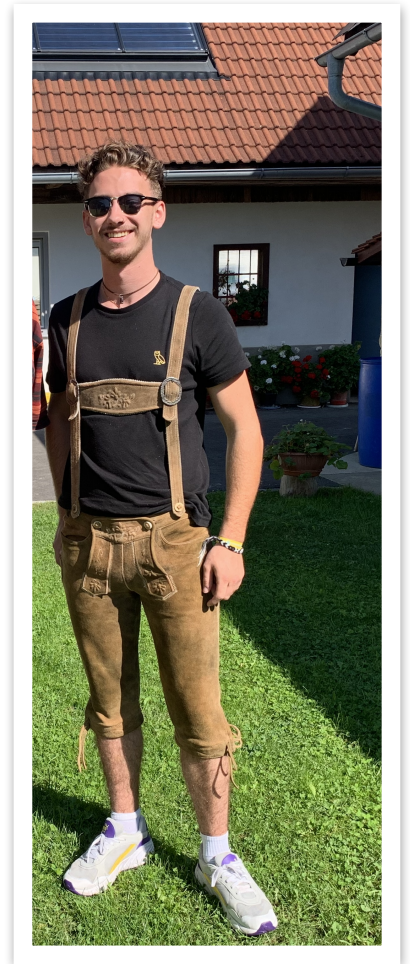
Julian Botham

Penetration Tester

Julian Botham has been a part of the cybersecurity industry for 3 years and has quickly risen within his company. He is a published author on the Public Policy Forum paper *Beyond The Digital Status Quo*. On a day-to-day basis, Julian performs penetration tests, vulnerability assessments, and contributes his knowledge of the industry to his peers as a part of a mentorship program.

My Story

- Born just outside of Toronto, Canada. Austrian descent
- Started off as a script kiddie, hacking on games
- Decided to make the switch from sales to cybersecurity
- Now working as a penetration tester



How I Separated Myself

Being a research assistant

My opportunity to become a research assistant forever changed the course of my career. I found out at my college that an unknown company was looking for someone with the ability to write, take notes, and sit in on C-suite executive interviews. I was tasked with writing a paper on the topic, “The Role of Security Awareness Training in Promoting The Human Firewall”, something I was truly passionate about. I spent two weeks working on it, it had been quite some time since I had last written a paper. I reviewed it, passed it along to friends, and truly focused on ensuring it was my best work. Fortunately, I was selected out of my group of very talented peers to be a research assistant and author on the Public Policy Forum paper, Beyond The Digital Status Quo.

 Writing about a passion

 Less focus on the technical aspect

 Meticulous review

How I Continue To Grow

Learning from my
f**** ups

Always
developing new
habits

Treating writing
and presenting as
a skill, not a chore

How You Can Stand Out

Report Writing

- Know your audience
- Your objective is to give them the information they need
- Write to a target length

Presenting

- Know your audience!!!
- Practice, practice, practice
- Put yourself in uncomfortable situations
- Look for groups like toastmasters in your area

**CARE ABOUT YOUR
WORK**

A large, stylized orange graphic on the left side of the slide, consisting of a thick vertical bar and a curved line that sweeps upwards and to the right.

My Career in Cyber

- From cryptographer to consultant to executive and investor
- 1986 as the start, weathered three recessions
- Hired more than 150 people
- Now coaching and mentoring as a “servant leader”

A large, stylized orange graphic on the left side of the slide, consisting of a thick vertical bar and a curved line that sweeps upwards and to the right.

Point of Advice: Take a “Business Lens”

- Align your work, no matter how technical, to business drivers, financial value, and risk

A large, stylized orange graphic on the left side of the slide, consisting of a thick vertical bar and a curved line that sweeps upwards and to the right.

Point of Advice: Be “Knowledge Resilient”

- Stay “ahead of the curve” by constantly researching
- Keep up to date on innovations in digital and adapt them in to your methods
- Build your “talent stack”

A large, stylized orange graphic on the left side of the slide, consisting of a thick vertical bar and a curved line that sweeps upwards and to the right.

Point of Advice: Be Persuasive

- Pick what you are “famous” for and then remind them
- Show people the value that you bring to their work. Don’t just tell them, **show** them
- Bring your ideas and innovations to model a positive future that people look forward to

A large, stylized orange graphic on the left side of the slide, consisting of a thick vertical bar and a curved line that sweeps upwards and to the right.

Point of Advice: Build Your Network

- Find the leaders who know you, be gracious and helpful
- Find your “team”
- Elevate others, all the time
- Honour the people who helped you get there, and honour them all the time!

Careers in Cybersecurity

Things to think about from your previous work experience:

- How well do you handle multiple competing priorities?
- How well do you cope with ambiguity?
- Are you a “life long” learner?

How you address the above questions can lead you to career pathways in:

- The corporate sector.
- The government sector.
- The entrepreneurial sector.
- The professional services sector.
- The criminal sector.

Job roles in cyber security are plentiful, with the NIST NICE Framework identifying more than 60 competencies and more than 80 job functions.

Technology is only part of the opportunity!





**Technical Skills Will Get
You The Job.
Communication Skills
Will Get You The Career.**



**AUA (Ask Us
Anything)**

Thank you!