# Iftach Ian Amit

New York, NY          Email: iamit@iamit.org

**Summary**    Experienced security executive with over 15 years of practice in management, hands-on and strategic roles. I excel at leading security teams, and integrating security across enterprise departments. I have been growing revenues while in the service industry and hitting targets consistently. I am a sought-after keynote speaker at leading conferences, as well as TV and other news media. I bring broad, business oriented strategic thinking, which is backed by deep technical understanding of security.

**Experience**

## Vice President
### 2014 – Current, ZeroFOX inc. New York, NY.
ZeroFOX is the social media risk management company.

- Created the services group at ZeroFOX
- Leading innovative research, strategy, and product roadmap

## Director of Services
### 2012 - 2014, IOActive ltd. New York, NY.
IOActive is a boutique security services provider and a leader in the security industry.

- Created, launched and managed a new service line – Red Team Testing. Delivering real-world test scenarios for organizations, focusing on optimizing operations and security. Service delivery splits between high-interaction testing of the organization security, and strategic consulting to remediate gaps across organizational departments (HR/Legal/Ops/IT/etc…).
- Responsible for all services delivered in EMEA (until Sept 2013), focusing mainly on the UK, Germany, Spain, Portugal, UAE, and Singapore. Growing the business to more than double from when I started.
- Responsible for services delivered in the northeast US (from Sept 2013), with a focus on financial, healthcare, and entertainment verticals, while leading the red team practice globally.
- Direct management of over 20 consultants, engagement managers, managing consultants, and subcontractors.
- Direct responsibility for IOActive's second largest worldwide account. Growing it in over 50% over the first year, into a multi-million dollar account.
- Responsible for recruiting and growing the EMEA team, effectively doubling it in size, while providing mentoring and training for the new consultants.
- Invited multiple times as a subject matter expert on national TV shows (Fox Business).
- Representing IOActive at speaking engagements at industry leading conferences such as BlackHat, Defcon, 44con, Derbycon, Brucon, etc…

## VP Consulting
### 2009 - 2012, Security Art. Israel
Security Art is an information security and information risk management Power House specializing in Cyber-Crime and Quantifying information risk to monetary values.

- Led all nation-state engagements in the CyberSecurity area. This included strategy creation, policy and regulation creation, developing offensive and defensive capabilities, and performing training and testing.
- Created CyberCrime workshops for financial institutions; trained corporations on dealing with the CyberCriminal threat.
- Created the red-team methodology and established the team in Security-Art. Red-Team included all aspects of security – from intelligence gathering and analysis, through social engineering, physical security, and of course all elements of cyber-security.
- Led red-team engagements with a focus on intelligence gathering, analysis, targeting, infiltration

and exfiltration. Additionally, worked on counter-intelligence and proactive intelligence for red-team as well as defensive engagements.

- Full responsibility for all the consulting aspects of the professional services – from the technical aspects to the risk-management, quantification and financials.

- Public speaking in leading security conferences on varying topics (from technical security research, to international policy on cyberspace security).

## Director, Security Research
**2008 – 2009, Aladdin ltd. Israel**

Aladdin is a leading security services and solution provider (www.aladdin.com).

- The product was a "follower" in the market, and needed more intelligence and actionable research in order to reposition itself competitively. I created the AIRC (Attack Intelligence Research Center) to provide security research facilities for the business unit. Turned it into a leading security research facility in less than 4 months, while shaping future products to the changing market needs.

- Established a Competitive Intelligence department to provide thorough relevant data (covering everything from market share, to financial, sales figures, technical and support experience) on all competing vendors and products, empowering the sales organization to win more deals.

- Conducted sales and marketing activities, hands-on, customer facing. Led the ISP market offering and increased market awareness, as well as lead generation.

- Established marketing publications to emphasize the advantages of Aladdin's products. Monthly reports, Annual reports, media coverage - including media handling, PR, authoring, exhibitions, and public appearances. Increased lead-generation by 80% in less than 6 months.

- Led, managed, and conducted innovative research leading to public speaking opportunities at leading conferences (BlueHat, Shmoocon, e-Crime Congress, DefCon, etc…), press coverage (print, online, video, broadcast). Increased media coverage for Aladdin in the US and Europe by a factor of 5-6.

## Director, Security Research
**2006 – 2008, Finjan Software. Israel**

Finjan is a leader in the secure web gateway market (www.finjan.com).

- Led the security research in the company. Major product features and capabilities were initiated from research that was initiated and managed by me.

- Managed the MCRC (Malicious Code Research Center), thus enabling Finjan to maintain its leadership in the secure web gateway market.

- Translated the research efforts into product design by defining R&D requirements, maintenance release content and ongoing updates to existing customers. Worked closely with R&D to assure delivery of the requirements from our research to the product and finally to the field.

- Published numerous articles covering several aspects of the web security field, while gaining market focus, and media attention (including the San Francisco Chronicle, Washington Post, New York Times, etc…). Presented at several industry leading conferences (NetworkWorld, InfoSecurity UK, DefCon, Blackhat, etc…).

- Provided a link between the field and the company by leading customer and prospect meetings. Delivering a clear business oriented message that translates the technological aspects of the market.

- Worked with the media – journalists, and PR companies across all mediums.

## CTO and co-founder
**2004 –2006, BeeFence inc. Tel-Aviv, Israel**

BeeFence developed an information security product that challenged the scenery of the enterprise security field.

- Complete responsibility over the professional and technical aspects of the product, as well as the competitive analysis of the security market.

- Took an active part in the architecture team for the product with complete responsibility over the

security of the product platform, performance, and availability.

- Actively participated in funding rounds – worked with VC's locally and overseas as well as managed ongoing contact with potential customers and partners.

## Director of Software Development
## Corporate Information Security Manager
**2001 –2004, Datavantage Corp. (NASDAQ: MCRS) OH, USA**
Datavantage is a leading solution provider for the retail market in the US (www.datavantagecorp.com).

## Unix & Internet Technical Manager
## Information Security Consultant & Project Manager
**1999 – 2001, Comsec-Publicom Ltd., Israel**
Comsec is the leading information security consulting company in Israel (www.comsec.co.il).

## Captain. Company Tank Commander; Red Team.
**1993 – 1997, Israel Defense Forces, Israel**
- Air Force service
- Armored Corps service
- Officer school instructor
- Reserve: Air Force Cyber Command Red Team

**Education**

## Bachelor of Computer Science and Business Administration
**Interdisciplinary center (IDC), Herzliya, Israel**
- Highly accredited by professors (recommendations upon request).
- Published two research papers:
  - *Digital systems architecture and design through a simulator*. Graded 95 (A+).
  - *Distributed Denial of service* (please see below). Graded 96 (A+).

**Skills**

- Proven leadership, innovation and focused management. Enabling the maximal utilization of given resources, while motivating them to reach new goals.
- Public speaking on security topics ranging from highly technical, to strategy and policy. Returning speaker at leading conferences such as BlackHat, Defcon, BlueHat, ZonCon, BSides, Brucon, SecurityZone, Hashdays, RSA, InfoSecurity, FIRST, DerbyCon, Source Conference, YSTS, DeepSec, HackCon, etc…
- A sample of the media publications attributed to me are available at www.iamit.org/clippings.html Marketing experience including product positioning, branding, press and public relationship management, public speaking, national TV appearances. In-field sales experience (esp. in the US, UK, and western EU).
- Working at the highest levels of security strategy creation – from corporate strategies up to multi-national scenarios (NATO).
- Programming, in-depth OS knowledge (Unix, Win32), Applications (most network server applications), Databases, Networking & Infrastructure.
- Co-founder of the Tel-Aviv DefCon Chapter (DC9723) – running monthly meetings for local hackers where two talks are given at each meeting, and provide an opportunity to network and mingle.
- Founding member of the Penetration Testing Execution Standard (PTES – www.pentest-standard.org).