

# Sophia Martinez

## Virtual CISO & Cybersecurity Practice Lead

(312) 555-1234 | sophia.martinez@example.com | linkedin.com/in/sophiamartinez | 123 Cybersecurity Lane, Chicago, IL 60601

### STRENGTHS

- Client Relationship Management**  
Established trust and rapport with clients through transparent communication and tailored strategies.
- Mentorship**  
Guided junior analysts, promoting skill development and fostering team collaboration.
- Business Development**  
Drove new engagements by engaging directly with businesses about their unique security needs.
- Technical Communication**  
Transformed complicated terms into actionable insights shared efficiently with stakeholders.
- Incident Response Leadership**  
Led critical responses during incidents, ensuring quick and organized team actions.

### SKILLS

- Cybersecurity Strategy
- Risk Management
- Incident Response
- Compliance Frameworks
- Client Relationship Management
- Team Leadership
- AI-driven Security Solutions
- Penetration Testing
- Security Audits | Digital Forensics
- Governance Risk Compliance
- Threat Intelligence | Cloud Security
- Data Privacy | Project Management
- Executive Reporting

### SUMMARY

Accomplished cybersecurity professional with over 9 years driving security initiatives and enhancing client relationships across sectors. Expertise includes frameworks to ensure compliance, incident response excellence, and risk management strategies tailored to best practices. A dedicated leader cultivating junior talent while championing business development. This role allows for translating complex technical concepts into impactful business proposals, making contributions that resonate at board levels while securing new clients.

### EXPERIENCE

#### Virtual CISO & Cybersecurity Practice Lead

Innovative Cybersecurity Solutions | June 2022 - Present | Chicago, IL

Manage virtual CISO services for diverse mid-market clients. Ensure adherence to SOC 2 and HIPAA standards while overseeing comprehensive threat assessments.

- Lead frameworks like SOC 2, HIPAA, and NIST CSF alongside incident response planning.
- Conduct thorough risk assessments and develop detailed incident plans customized to varied client needs.
- Spearhead integration of AI-driven tools for enhanced vulnerability detection and security monitoring.
- Establish strong rapport with executive teams, delivering insightful presentations on security posture.

#### Senior Cybersecurity Consultant

Secure Tech Consulting | March 2018 - May 2022 | Los Angeles, CA

Delivered expert cybersecurity consulting, augmenting client frameworks through thorough penetration testing and compliance strategy development.

- Executed rigorous security evaluations through liaising with clients to strengthen their cybersecurity positions.
- Managed projects aligning with compliance benchmarks such as PCI-DSS and CCPA, ensuring standardization and efficiency.
- Championed new business opportunities, expanding service array via successful client engagement initiatives.
- Crafted bespoke security policies and responsive strategies addressing specific client vulnerabilities.

### LEADERSHIP & AWARDS

- Awarded 'Rising Leader' during coursework for leadership potential in cybersecurity initiatives.

### EDUCATION

#### Bachelor's Degree in Cybersecurity

University of Chicago | GPA: 3.8 | 2017 | Chicago, IL

**Coursework:** Network Security, Ethical Hacking, Risk Management, Incident Response

### CERTIFICATIONS

- CISSP | 2020
- CISM | 2021

### TECHNICAL SKILLS

- Incident Response Tools:** Splunk, Wireshark, Tenable
- Compliance Frameworks:** SOC 2, HIPAA, NIST CSF
- Risk Management Tools:** RiskWatch, LogicManager, Archer
- Penetration Testing Software:** Metasploit, Burp Suite, Nessus
- Security Monitoring Solutions:** CrowdStrike, SentinelOne, Darktrace

## LANGUAGES

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English Native

Spanish Proficient

## MY CAREER

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● Virtual CISO & Cybersecurity Practice Lead at Innovative Cybersecurity Solutions (3.9 Years)

● Senior Cybersecurity Consultant at Secure Tech Consulting (4.2 Years)

- **Vulnerability Scanning:** Qualys, Rapid7, AppScan
- **Data Loss Prevention:** Symantec DLP, Digital Guardian, McAfee DLP
- **Firewall Technologies:** Palo Alto, Fortinet, Cisco ASA
- **Cloud Security Platforms:** AWS, Azure, GCP
- **Data Encryption Tools:** VeraCrypt, BitLocker, AES Encryption

## PROFESSIONAL AFFILIATIONS

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- Member of the Chicago Information Systems Security Association (CISSA).
- Regular participant in local cyber defense and incident response workshops.

## ADDITIONAL INFORMATION

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**Work Status** : Authorized to work in United States. No sponsorship required.

## REFERENCES

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AVAILABLE ON REQUEST