

# Sophia Martinez

## Virtual CISO & Cybersecurity Practice Lead

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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

## 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)

- **Penetration Testing Software:** Metasploit, Burp Suite, Nessus
- **Security Monitoring Solutions:** CrowdStrike, SentinelOne, Darktrace
- **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