

Azeez Olawale-Arish YUSUFF

Cybersecurity Consultant & Engineer || Threat Detection || Governance Risk & Compliance || AI Specialist
Business Development Director | Digital Transformation Expert | Sales Advisor | Bank Relationship Manager |
Construction Manager | Coach | Trainer | Healthcare Consultant | Startup Advisor | Board Advisor |
Edmonton T5G 1H2 || E: arishwale@gmail.com || +1 780 528 4321 || www.linkedin.com/in/arishwale/

SUMMARY AND SIGNIFICANT ACHIEVEMENTS

- ✓ 9 years of experience as a Cybersecurity Engineer, Analyst, Advisor and Consultant. Highly skilled in threat detection, risk management, and continuous monitoring, developing robust security protocols and my proactive approach to threat mitigation have been instrumental in safeguarding critical infrastructures. My most significant achievement includes playing a pivotal role in defending a major cyber-attack on multi-million dollars' operations.
 - ✓ Saved an estimated \$800,000 of potential losses, a million dollar's operation from shutting down and over 50,000 systems from destruction.
 - ✓ Highly proficient in developing and implementing security policies, procedures, and best practices resulting in a 85% decrease in security incidents and breaches.
 - ✓ Performed vulnerability and security gap assessments, identified vulnerability and 2018 Kluxnet virus. Delivered incident responses and reports and presented recommendations that helped in identifying and aiding in nullifying 15 Trojan, and 12 DOS attacks.
 - ✓ Proven track record in conducting regular vulnerability scans and penetration tests, identifying and remediating 75% of security weaknesses before they could be exploited.
 - ✓ Collaborative team player with exceptional skills in monitoring and analyzing security events and logs, identifying and responding to 95% of security alerts and notifications within 15 minutes.
 - ✓ Scaled ops & revenue to 25x & 10x, \$100M rev. Expert in Sales. Advised 50+ Start-ups.
 - ✓ Delivered in 9 months, a 12-month target & annual achievements of 139% in volume & 153% in number.
 - ✓ Designed & delivered 500+ corporate training to senior-level executives of Fortune 500 companies, Managed 20+ key large accounts 10 out of 10 will recommend us.
 - ✓ Achieved quarterly sales & revenue targets consistently; 280% in best & 121% in worst case.
 - ✓ Reduced operations cost by 55%, implemented strategies that turned-around under-performing operations to highest-performing subsidiary in less than 8 months.
 - ✓ Provided leadership to a team of engineers, managers, Built strategic partnership that resulted in increased ROI (by 257%) & increased collaboration & loyalty (by 250%).
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SKILLS:

• Splunk • CrowdStrike • Falcon • Palo Alto Networks • Next-Generation Firewall • Snort • Okta • Symantec Data Loss Prevention • VeraCrypt • Wireshark • IBM Resilient

CERTIFICATIONS:

Cybersecurity for Energy - Ontario Tech University (Talent)

• Vulnerability Assessment • Security Gap Assessment • Incident Reporting and Response

STRENGTHS:

Threat Detection: Successfully identified and mitigated over 650 potential security threats in the last 2 years, ensuring robust system security.

Risk Management: Implemented risk assessment strategies that reduced system vulnerabilities by 67% in the previous quarter

Team Collaboration: Led a team of 10 analysts in a project that improved overall system security, achieving a 98% success rate in threat detection.

PROJECTS: • Vulnerability Assessment at Transport & Utilities Companies • Incident Response and Report for SmartMeter Co. • Security Gap Assessment at GridLink Utilities

RELEVANT PROFESSIONAL EXPERIENCE

Senior Cybersecurity Consultant and AI Leader Arish Consulting Group



2015 – Present
Canada| U.S.A| Africa

- Assessed system vulnerabilities using Nessus, **mitigating risks that saved \$550,950 in potential breaches**
- Updated data encryption standards using VeraCrypt, **avoiding potential regulatory fines of up to \$350,800.**
- Created and trained 650+ employees on advanced cybersecurity topics such as vulnerability and security gap assessments and incident response and report, resulting in a 98% decrease in successful phishing attempts and a 96% improvement in security policy compliance.
- Investigated and resolved an average of 50 security incidents per month, with a 95% success rate in containing threats before they resulted in data breaches and reduced security incidents by 30%.
- Optimized endpoint security with CrowdStrike Falcon, **cutting malware incidents by 65% in 1,287 devices.** Prevented 870+ unauthorized access attempts per year with Palo Alto Networks Next-Generation Firewall and systematized incident response protocols using IBM Resilient, speeding up resolution from 74 to 36 hours.
- Conducted regular vulnerability assessments, developed and implemented an advanced threat detection system that reduced false positives by 60%.
- Collaborated with a team to enhance security protocols, resulting in a 30% improvement in system resilience.
- Conducted training on Symantec Data Loss Prevention, surging employee awareness ratings to 9.8/10.
- Harnessed Splunk for real-time security event monitoring, expediting incident response by 20 hours/month.
- Analyzed security needs (including laws and local regulations) to determine objectives, security risks strategy, training needs, plan security activities within development life cycle and establish cybersecurity management plan.
- Delivered cost and quality and explained delay of cybersecurity deliverables, as needed per project context e.g risk analysis, architecture definition and requirement allocation, third parties risk management, suppliers requirement cascading, assurance level, operating procedures, security level result evaluation

Co-CEO/Co-Founder – Cybersecurity & Operations Utidia



Oct, 2022 – Jun, 2023
United States | Africa

- Managed a team of 5 analysts to develop and implement a new intrusion detection system, resulting in a 85% reduction in unmitigated threats within 6 months.
- Created and trained 50+ employees on advanced cybersecurity topics such as vulnerability and security gap assessments and incident response and report, resulting in a 95% decrease in successful phishing attempts and a 96% improvement in security policy compliance.
- Delivered partnership/sales targets; increased loyalty by 227% and revenue by 175% in the first 3 months.
- Owned the budget and built scalable processes and infrastructure to ensure effective resource allocation. Established key performance indicators (KPIs) and continuously evaluated, prioritized, and refined cybersecurity and operations based on business impact.
- Fostered innovation by securing cutting-edge cybersecurity and operations tools that enhance company's product and service offerings, driving mutual success for both customers and all stakeholders.

Consultant/Coach/Trainer |Business, Intercultural, Leadership & Management Training| 2016 – Present

Learnlight

Remote | Barcelona, Spain

- Delivered set partnership and sales targets; increased loyalty by 123% and revenue by 157% in the first 12 months.
- Managed corporate training, partnerships and executive level relationship with Directors and CXOs of 10+ Multinational companies **and achieved over 10 million dollars sales.**

Senior VP- Cybersecurity Sales & Operations

2017 - 2020

Talkagame Communication LLC

California, United States

- Managed a team of 8 analysts to develop and implement a new intrusion detection system, resulting in a 90% reduction in unmitigated threats within 6 months.
- Created and trained 50+ employees on advanced cybersecurity topics such as vulnerability and security gap assessments and incident response and report, resulting in 97% decrease in successful phishing attempts and a 99 % improvement in security policy compliance.
- Delivered consistent, excellent commercial targets; **achieved over 15 million dollars sales** - the best annual achievements of 257% in volume and in 113% number and won Best Top Manager Award 2016 for delivering best performance.

Head of Sales/Country Manager



May 2015 - Oct 2016

Marcage Group | Construction | Interior Design | Global Trade|

Porto, Portugal/West Africa

- Delivered in 9 months, a 12-month commercial targets and annual achievements of 139% in volume and in 153% number. Won Best Top Manager Award 2016 for delivering best performance
- Successfully managed and delivered construction and interior design projects, transportation, logistics, marketing and direct sales of agricultural products, wines, construction and building materials, beverages, food condiments and other FMCGs. Managed commercial operations, payment solutions, procurement, profit and loss responsibility, partnership and key accounts management,delivering best performance.

Relationship Manager



2012 - 2015

Advans Bank Group | Commercial Banking | Personal Banking |

Paris, France

- Managed over 5 million dollars sales, 200 million dollars loan disbursed to over 20,000 businesses and SMEs, closed the year-ended account with ZERO Portfolio- At- Risk (PAR).
- Won Best Top Manager Award 2014 and 2015 and Best Client Analyst 2013 for delivering best performance
- Managed full business banking, credit and non-credit products and services, teams, targets, clients and relationships.

Senior VP/Global Director: Finance & Advisory

2011 - 2012

Consult Consortium

Paris, France

- Managed over 20 corporate clients and achieved 115% revenue target from banking and financial service industries.
- Provided banking and financial advisory services to traditional banks, FINTECH, Insurance and venture capital clients
- Managed full finance and advisory products and services, teams, targets, clients and relationships.

Country Manager



2009 - 2011

C4 Worldwide Inc.

Colorado, United States

- Managed over 16 corporate clients, achieved 137% revenue target, managing clients from Healthcare, Finance, Oil and Gas, Hospitality industries. Provided technology, consulting and financial advisory services to healthcare, Agriculture, construction, traditional banks, FINTECH, Insurance and venture capital clients. Managed full technology, consulting, finance and advisory products and services, teams, targets, clients and relationships.

Partner/Senior Advisor

2007 - 2009

NML Capital Limited

Cyprus, Europe

- Managed over 10 corporate clients, achieved 99% revenue target, managing clients from multiple industries.
- Provided M & A, private equity, public equity, Syndications and CFDs services to clients from healthcare, agriculture, construction, traditional banks, FINTECH, Insurance, manufacturing and venture capital industries.
- Managed full finance and advisory products and services, teams, targets, clients and relationships.

Director, Strategy and Business Development

2005 - 2007

Husker Infotech | [Software Development](#) | [SaaS](#) | [Technical Sales](#) | [Payment](#)

Washington DC, United States

- Delivered consistent, excellent commercial targets; the best annual achievements of 189% in volume/105% in number. Won Best Top Manager Award 2006 for delivering best performance. Successfully designed, launched, managed and delivered software development, SaaS, technical sales, artificial intelligence, automation, digital transformation, payment and analytics, global strategy and sales solutions and products across multiple sectors.

BOARD ADVISORY EXPERIENCE

Akeru Technologies

North America | Europe | Africa

- Providing Cybersecurity, AI and Thought leadership and oversight, corporate governance, guiding and driving OT and IT security, purpose, mission and vision and strategic directions on how to optimize tools and networks/connections.

Jise Technologies

North America | Europe | Africa

- Providing Cybersecurity, AI and Thought leadership and oversight, corporate governance, guiding and driving OT and IT security, purpose, mission and vision and strategic directions on how to optimize tools and networks/connections.

Esca Technologies

Europe | Africa | Global

- Providing Cybersecurity, AI and Thought leadership and oversight, corporate governance, guiding and driving OT and IT security, purpose, mission and vision and strategic directions on how to optimize tools and networks/connections..

Tech Tracer

| Middle East | Global

- Providing Cybersecurity, AI and Thought leadership and oversight, corporate governance, guiding and driving OT and IT security, purpose, mission and vision and strategic directions on how to optimize tools and networks/connections .

EDUCATION

Masters of Business Administration in Cybersecurity
Nexford University

Washington D.C, United States

Masters of Business Administration in Artificial Intelligence & Automation
Nexford University

Washington D.C, United States

Masters of Business Administration in Sustainability
Nexford University

Washington D.C, United States

Masters of Business Administration in Global Business

