VAGNER NUNES

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Executive Summary

With a wealth of experience exceeding 25 years in technical and commercial realms, I've specialized in various domains, including infrastructure, architecture, cloud computing, project management, compliance, cybersecurity, and business development. I am well-versed in a range of areas, including SaaS, PCI-DSS, ISO 27001, TISAX, and Offensive Security. I've had the privilege of collaborating with leading technology companies globally, such as EDS - Electronic Data Systems, HP Enterprise Services, Tata Consultancy Services, TIVIT, and (ISC)², where my focus includes business development, cyber security and compliance.

Education:

In 2003, I obtained my degree in e-commerce from Universidade Anhembi Morumbi, which is a member of the Laureate International Universities located in Sao Paulo, Brazil.

Languages:

As a native Portuguese speaker, I possess fluency in Spanish and English and can confidently read, write, and speak in both languages. This proficiency allows me to effectively communicate with individuals from diverse cultural and linguistic backgrounds.

Work Authorization in United States:

I have held a Green Card since December 2023.

Professional Expertise

Gtechne Cyber (May 2020 - Present)

Head of Cyber Security and Compliance

- I lead the cyber advisory unit at Gtechne, where my responsibilities include supervising project delivery, team development, and operational efficiency across various sales channels. My role spans diverse sectors, including Oil and Gas, Telecom, Retail, Healthcare, Mining, and Finance.
- Utilizing our newly acquired platform in cyber risk and breach simulations, my team and I advise clients on identifying security risks, addressing gaps, and improving controls.
- I place a significant emphasis on improving the "human factor" within our clients' workforces by conducting behavioral analysis and providing awareness training. I work closely with Gtechne's product and research & development teams to ensure our solutions are aligned with market needs, explore potential partnerships, and enhance revenue.
- I take the lead in conducting TISAX (Trusted Information Security Assessment Exchange) gap analysis and action plans for the automotive sector, ensuring compliance through comprehensive assessments and strategic action plans.
- I also share my expertise by guiding FinTechs through the implementation of PCI-DSS and ISO 27001 compliance measures, providing valuable insights from the early stages of their product development.

ISC2 (April 2015 – April 2020)

Country Manager

- During my time at (ISC)^2 in Latin America, I played a pivotal role in driving revenue growth and elevating brand awareness. Reporting directly to the Vice President of Sales, I personally developed and nurtured relationships with key customers, suppliers, and training partners.
- Leveraging my expertise in General Management (G.M.) and Profit and Loss (P&L) management, I implemented strategic initiatives that significantly improved profitability for the organization. One of my major achievements was the meticulous planning and execution of (ISC)^2's certifications strategy in the Latin American professional market.

- Taking charge of the rollout strategy for the "3 Year Strategy Plan" in LATAM, I introduced innovative partners and business models to the region. Through a comprehensive SWOT analysis, I identified and capitalized on new business opportunities, establishing strategic partnerships with Government Defense Agencies in Chile and Brazil.
- I expanded the organization's reach by deploying the (ISC)^2 International Academic Program in main universities across six countries. Additionally, I developed impactful training partnerships with leading Security Consulting companies in LATAM.
- In collaboration with WorldSkills International, I spearheaded the deployment of the "cybersecurity occupation" in WorldSkills Americas, further solidifying (ISC)^2's influence in the region. Introducing new business partners and official (ISC)^2 partners in collaboration with training centers, I redesigned the sales model by adopting innovative business models (Bundles) and forging strategic partnerships. These efforts, under my leadership, culminated in a remarkable 47% increase in sales revenue, highlighting the success of the initiatives undertaken during my tenure at (ISC)^2 in Latin America.

TATA Consultancy Services (December 2013 – January 2015)

IT Service Delivery Manager:

- Under the direct supervision of the LATAM Managing Director at TCS, I played a pivotal role in managing key client relationships and improving services and sales margins.
- As the overseer of the TCS Software Factory, I effectively managed a $7.5 million annual budget. My responsibilities included ensuring the successful implementation of client projects, addressing reliability issues, and closely tracking service metrics. Leading a team of 30 IT professionals, I fostered a collaborative and high-performance culture within the TCS Software Factory.
- My expertise extended to managing clients on the SAP landscape (PM/CO/FI/SD) and overseeing Java and PowerBuilder's Body Shop service offerings. I successfully negotiated and implemented payment plans for overdue invoices within the business unit, showcasing financial acumen and strategic thinking.
- Additionally, I conducted automatic time-sheet control on Confab's main productive plant, ensuring efficiency and accuracy in project timelines. My engagements extended to working with key companies such as Tenaris, Confab, BRF, Klabin, Odebrecht, and Positron PST.
- Throughout these endeavors, my focus remained on driving results and ensuring client satisfaction. My efforts were instrumental in enhancing services, optimizing sales margins, and contributing to the overall success of TCS in the LATAM region.

TIVIT   (June 2012 – October 2013)

Senior Project Manager:

- Under the direct reporting line to the General Program Manager, my role involved comprehensive oversight and management of diverse projects, including SAP R/3 and its Business Applications (ECC, BO, BW, BPC, BPM, NWDI, Solman), Storage, Networking, and Security. I took charge of planning, budgeting, assigning, and tracking tasks across these initiatives.
- Accountable for an assigned budget of $2 million, I spearheaded the Multiplan's shopping malls SAP/Exchange Server project refresh, with a specific focus on modules such as ECC, BO, BW, BPC, BPM, NWDI, and Solman. My responsibilities included conducting risk assessments and implementing changes through the change management process.
- In the capacity of overseeing change requests, I approved and applied necessary alterations, ensuring alignment with the project's scope, schedule, and budget. I conducted meetings with technical staff, c-level executives, and assignees to foster effective communication and collaboration.
- A key aspect of my role involved aligning expectations with project stakeholders and addressing the needs of the main company, Multiplan SA. Through diligent project management and strategic decision-making, I contributed to the successful execution of projects, meeting organizational objectives and ensuring stakeholder satisfaction.

EDS / HP Enterprise Services   (July 2006 – June 2012)

Senior Project Manager

- Under the direct oversight of the General Manager of the Program, my role encompassed planning, budgeting, assigning, and monitoring tasks across a diverse spectrum of projects, including Infrastructure, ITO outsourcing, Storage, Networking, Mainframe, Call Center, and Security.
- In addition to managing a portfolio of enterprise customers, which included names such as Vale, Cielo, Telefonica, Rolls Royce, and Editora Abril, I spearheaded the implementation of HP ES global projects in multiple countries, including the United States, Brazil, Chile, Mexico, and Argentina.
- A significant achievement during my tenure involved leading the migration of the entire card processing structure of Cielo from EDS' Mainframe to TIVIT. This intricate project management task required overseeing a large-scale initiative with a budget of $20 million.
- In my capacity as a leader, I supervised a team of 60 employees spanning various areas of the company, ensuring effective collaboration and project execution. Importantly, I navigated high-risk scenarios in the migration of operations, demonstrating a strategic approach to mitigating challenges and ensuring the success of the projects under my purview.

EDS / HP Enterprise Services   (January 2003 – June 2006)

Pre-Sales Solutions Engineer

- Under the guidance of the ITO Managing Director, I played a key role in designing and architecting solutions to meet functional requirements within the EDS Data Center environment. Additionally, I provided crucial support to the Account Manager throughout the sales process.
- My responsibilities extended to conducting interviews with customer technical teams and designing Proof of Concepts (POCs).
- I specified technology solutions across network, storage, servers, and security domains. Moreover, I took charge of designing and implementing Call Center projects that encompassed civil construction, telecom, security, access control systems, and workstations.
- In a global context, I managed projects collaboratively with technical teams spanning Argentina, Chile, the United States, Canada, England, and India. This involved a diverse range of responsibilities, including designing and implementing Field Services projects, handling service transition, human resources hiring, parameterization, and providing training support tools.
- My expertise also extended to designing and implementing projects focused on telecom networks and security, ensuring compliance with PCI-DSS standards. Throughout these endeavors, I worked with a diverse portfolio of companies, including GM, Telefonica, Visanet, Rolls Royce, American Chamber of Commerce, Cielo, Barclays Bank, Natura, Carrefour, Xerox, NET, and Editora Abril.