Charles Lorraine, CISSP, PMP

Transforming Challenges Into Solutions

Senior Director of Cloud Security and Data Loss Prevention

Pioneer and architect of robust, global information security programs for the Fortune 500 clients of Big Six consulting firms.

- **Revenue builder** who bolstered growth in security business for the top two global consulting firms.
- **Partner and trusted advisor** to C-suite leadership, providing insight to steer sound, strategic decision-making.
- **Innovator** who led teams in three U.S. patents for security architecture and a groundbreaking cloud-based e-commerce environment.
- **Subject Matter Expert** in cloud security and data loss prevention (DLP). Deep knowledge of compliance, including PCI and HIPAA.

CORE COMPETENCIES

Cloud Security Policymaking

Cloud Access Control

Security Architecture Design

Security Governance

Project Management

Budget Oversight

IMPACT SNAPSHOT

23X Spike	**9X Leap**	**Game-Changing Elevation**
in cloud security revenue	in DLP revenue	to Gartner®-ranked status

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PROFESSIONAL EXPERIENCE

BIG SIX CONSULTANCY #1 | New York, NY | A Fortune 500, global consulting company.
Director—Cloud Security (07/2018 – Present)

Advise internal C-suite leadership in cutting-edge security solutions to augment service offerings. Lead multiple teams to design and deliver cloud security solutions for Fortune 500 clients in all sectors. Orchestrate complete project lifecycle, including budgets, timelines, planning, launch, and support. Forge strategic partnerships with security vendors to improve value of services.

Powered explosive growth in cloud security practice from $2M to a *profitable* $47M – a 23-fold jump in three years.

- Springboarded Big Six from a small market player to a **Gartner®-ranked leader and visionary**.
- Recruited, hired, and trained a team of 43 technical consultants to meet increasing demand as cloud security business grew exponentially over a three-year period.
- Won 10 new Fortune 100 accounts by building relationships with C-suite leadership at target companies.

Notable Client Projects

National Healthcare Client | $3.8M revenue | Team of 16: Established security framework for transition to the cloud.
- Saved client $2.4M on licenses by negotiating contracts with vendors.
- Expanded account to encompass new security projects valued at an additional **$6.3M**.

Global Travel Client | $2.6M revenue | Team of eight: Lead Director for a cloud consolidation project.
- Saved client $10M annually by recommending three cost-effective solutions.

BIG SIX CONSULTANCY #2 | New York, NY | Fortune 100, global consulting firm.
Senior Manager—Security Consulting (12/2013 – 07/2018)

Supervised team of 25 who provided cybersecurity solutions for Fortune 100 clients. Managed sales cycle, solutions delivery, and project budgets. Ensured that delivery quality and revenue goals were met. Trained and mentored 53 managers and consultants.

Delivered $23M in revenue in two years.

- Quarterbacked a team of 12 that designed and delivered the *first* PCI-compliant enterprise e-commerce environment deployed in Azure cloud.

COUVERTURE | Chicago, IL | A security company serving Fortune 500 clients in a variety of sectors.

Director, Data Loss Prevention (07/2011 – 12/2013)

Managed and drove growth in the data loss prevention practice. Led a team of five in designing and implementing global security solutions for Fortune 500 clients. Go-to architect for the largest and most complex DLP solutions.

Propelled growth in DLP business from <$300K to $2.7M+ (a 9-fold increase) and transformed Couverture into an internationally recognized data loss prevention leader.

- Streamlined delivery 16% and improved profit margins 11% by developing accelerators, including runbooks and playbooks.

OPTISHIELD SECURITY | Kansas City, MO | North America's largest provider of information security solutions.

Senior Security Consultant, Data Security (11/2009 – 07/2011)

Designated consultant for data loss prevention solutions. Compiled data security project documentation and summary reports for clients. Created sales material for DLP services.

- Architected data loss prevention products for enterprise customers worldwide.

CYBERNET INC. | Ann Arbor, MI | IT consulting in network security and disaster recovery planning.

Senior Security Consultant (08/2006 – 11/2009)

Piloted security projects, interfacing with the client's IT leaders. Collaborated with internal leadership, consultants, strategic partners, and project team members to align and integrate strategies. Worked with product engineering and services escalation team to identify and resolve issues.

- Spearheaded a critical security project for a Fortune 500 client, mitigating vulnerabilities in the client's IT infrastructure.

EARLY CAREER HIGHLIGHTS

Technical Project Manager @Chrysler | CSC Corporation
- Replaced 325 obsolete servers and migrated data to new servers using PMI methodology. Managed a project team of 38 at six U.S. locations.

IT Project Manager | R2 North America
- Designed and launched internal network solutions for the North American headquarters. Managed IT infrastructure projects using PMI methodology, consistently meeting project deliverables.

EDUCATION

Master of Science in Information Technology Management | Northwestern University | Chicago, IL
Bachelor of Science in Information Technology | University of Michigan | Ann Arbor, MI

CERTIFICATIONS

Certified Information Systems Security Professional (CISSP)
Project Management Professional (PMP) Certification | PMI®
Certified Six Sigma Black Belt (CSSBB) | IASSC

PATENTS

Directed a team that designed and filed three U.S. and European patents:

Active Threat Intelligence Cloud Security Operating Model
Advanced Cloud Security Framework
Hub and Spoke Connection Architecture

Explanation of Project

Since Charles is an expert in cloud security and data protection, I used shades of blue to convey safety and security. I designed his resume in a classic style, using subtle design elements for readability and visual appeal. The resume is also ATS-friendly.

Throughout the resume, I've used tight writing – keeping paragraphs under four lines and bullets under two lines to enable a quick skim. At the same time, I used the strongest verbs possible. As a sports enthusiast, Charles enjoyed my use of terminology such as *game-changing, leap, jump, spike, and quarterbacked.*

Summary

Below the tagline and headline, bullet points in the summary provide an overview of Charles' career highlights. At the beginning of each bullet, I used an adjective with the corresponding attribute, such as innovator, revenue builder, etc. These are in bold to facilitate the initial skim of the resume.

Impact Snapshot

Charles had many accomplishments, but three were particularly impressive: He generated a 23-fold revenue increase in one practice area and a nine-fold increase in another! In addition, he transformed his company from a small market player into a Gartner-ranked company. To quickly show Charles' value, I highlighted these three top achievements just after the summary, in as few words as possible.

Experience

For the last 10 years, Charles worked for two separate Big Six consultancy firms. To break up his recent accomplishments, I separated the internal contributions from the external client projects. His most recent, overarching internal achievement was powering the rapid growth in the company's cloud security practice, so I used this as an umbrella statement over the bullet points.

For the remainder of Charles' experience, I included less detail. An Early Career section enabled me to highlight his early experience without dates to mitigate age discrimination.