

Tim Heagarty, CISA CISSP

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Summary

I've come from microcomputer sales in the early 80's to Manager of IT Security in the mid 90's and now Security Services sales to the largest enterprises in the world today. I have enjoyed an incredible journey with my clients, many of whom became lifelong friends. I have deep technical skills and am comfortable speaking to an audience. I was proficient in C, ASM86 and BAL for many years. The personal ability that I enjoy the most is to relate to people where they are and on their terms. Whether I'm speaking to a CxO about their IT Security Risk Posture, helping a firewall administrator understand what value I'm going to give her from her logs or reverse engineering malware I am able to relate and be of service to my client.

Experience

Security Services Sales Specialist at IBM

September 2015 - Present

I meet with the world's largest retail and travel/transportation firms as part of the IBM Security team. From infrastructure, data and application protection to cloud and managed security services, IBM has the expertise to help safeguard a company's critical assets. We protect the most sophisticated networks in the world, and employ the best minds in the business. My job is to bring those minds to the client at the right time in their security risk journey.

Senior Sales Engineer III at Dell SecureWorks

June 2007 - September 2015 (8 years 4 months)

My role as a Security Architect is to listen to clients to understand the concerns and the risks that they face in their Information Systems Security plans. I design the technical solution using a combination of Log Monitoring, Consulting, Log Retention, Threat Intelligence and Incident Management services to enhance my client's overall security posture.

As a former manager of IT Security I have experience on both sides of the desk and I think that helps me to create better solutions for my clients.

- Advanced Endpoint Threat Detection: I scope technically complicated end point threat detection systems including agent deployment, control server implementation and operational consoles. I also assure appropriate escalation of malware found on end points.
- Onsite Presentations: I perform dozens of onsite engagements per year across the eastern US supporting four Enterprise Security Specialists.

- Online Presentations: I lead hundreds of online presentations annually worldwide while compensating for language and technology barriers.
- Security Training: I present at multiple Information Security venues annually, i.e. ISSA regional meetings on various IT security related topics.
- I simultaneously support multiple direct sellers and account managers worldwide. As I am the senior SA I make sure that the rest of the team feels free to use me as a team wide resource.

Technical Auditor at Protiviti / Robert Half International

February 2005 - December 2006 (1 year 11 months)

As a consultant with Robert Half / Protiviti assigned to American Express my primary assignment was to create and execute Computer Aided Audit Techniques (CAAT). I developed and ran CAATs against the entire AMEX cardholder base at the request of the audit teams. This was a very interesting assignment as the auditors knew what they needed to test but not how to get to the mountains of information held in the AMEX systems.

I joined the auditors CISA study group and acquired my CISA with them in 2005.

I worked extensively in ACL (Audit Command Language) and T-SQL, TSO/ISPF, and Excel to sample and manipulate data for various fraud detection and general audit activities.

Sr. Information Security Instructor at MIS Training Institute

2002 - 2006 (4 years)

I developed and presented technical courseware to high value clients including Tiffany & Co., Dillard's, Deutsche Bank and many others.

I developed and presented several courses at MISTI:

- Introduction to Information Systems Security,
- Advanced Information Systems Security,
- Intrusion Detection and Prevention

Manager Service Technical Support - Card Systems at Diebold

November 2000 - February 2003 (2 years 4 months)

As the manager of the worldwide team of Security Engineers I was responsible for 24/7 support of Diebold Campus Card Systems customers and their system installations.

The campus card system integrates physical access control of the school's dorms, classrooms, and offices. The system can also integrate attendance, cafeteria meal plans, bank debit card plans etc. My team was responsible for the on-going upgrades and troubleshooting of problems across the intertwined systems of a typical large university campus.

Manager Information Systems Security at Diebold

March 1995 - November 2000 (5 years 9 months)

I was responsible for the availability and security of all network connections to the fledgling internet. As manager of IT Security my team also maintained the domain accounts, IDs and passwords for 10,000 users and workstations worldwide across a variety of systems including Windows, ACF/2 and multiple *NIX platforms.

- Created first corporate internet AUPs
- Responsible for corporate internet connections and all internal and external network security systems. Managed staff of five direct reports supporting 2,000 end users.
- Created termination notification program that revoked privilege from various systems and organizations within the company.
- Managed ACF/2 administration
- Managed DB/2 security administration
- Managed Firewall and PKI administration
- Managed Microsoft multiple domain model administration
- I was a working manager holding an MCSE

Sr. Systems Engineer at Diebold

March 1992 - March 1996 (4 years 1 month)

Member of Systems Integration group responsible for integrating Diebold physical and electronic security and surveillance systems into financial institution security systems. During this time I also performed development work on the z/OS based Diebold Security Terminal System. I wrote custom JCL and CoBOL reports for clients and wrote BAL Assembler custom code as needed.

Production Programmer at Diebold

January 1990 - March 1992 (2 years 3 months)

Created "generations" of client software to control Automatic Teller Machine networks. Designed and implemented "states and screens" which controlled the path that the end user would take through the ATM software. Designed, implemented and tested application software changes in C to affect enhanced transactions.

Sr. Trainer at Diebold

July 1984 - January 1990 (5 years 7 months)

Designed, wrote and presented customer focused training on the following topics:

Introduction to C Programming
Advanced C Programming

ATM Application Design and Debugging
Automated Fuel System Design
Diebold Security Terminal System, Mainframe
Diebold Online Terminal System, Mainframe
Diebold Online Controller System, Mainframe

Certifications

CISSP

(ISC)² License 43616 March 2003 to April 2018

Certified Information Systems Auditor® (CISA)

ISACA License 0648555 December 2005 to Present

IBM Security Operations and Response

IBM November 2016

IBM Information Risk and Protection

IBM December 2016

IBM Security Transformation Services

IBM March 2017

Publications

Using iptables and the Netfilter Framework

LINUX+ March 1, 2007

The first of two articles describing best practices regarding implementation and on-going monitoring of iptables and logging in Linux systems.

Using IP Tables

Linux+ April 1, 2007

Second of two articles describing best practices regarding implementation and on-going monitoring of iptables and logging in Linux systems.

[It's Time For Users To Pony Up And Quit Reusing Passwords](#)

IBM Security Intelligence February 16, 2017

[Shakespeare, The Wizard of Oz and Multifactor Authentication](#)

IBM Security Intelligence March 30, 2017

C Programming

Video Training Course (VTC) June 22, 2007

C++ Fundamentals

Video Training Course (VTC) September 14, 2007

Education

Kent State University

Computer Science, 1985 - 1989

Kent State University at Stark

Computer Science

Grade: 4.0