

Davidson de Souza Brito

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PURPOSE AND PROFESSIONAL SUMMARY

- Acting in the areas: Computer Network / Network Security / Cloud Security / Endpoint Security / Application Security.

- Strong problem-solving expertise with extensive experience in network and application security solutions. Known for being proactive, dynamic, customer-focused approach to resolving pain points and effectively managing challenging projects across both government and private sectors.

EDUCATION

Bachelor's degree: Bachelor's in Information Systems - College Anhanguera - Conclusion in 2014
Postgraduate in Information Security Specialist – University Estácio de Sá – Conclusion in 2020
M.B.A in Innovation Management and Technological Capability – FGV – Conclusion in Jul 2023
Languages: Portuguese (Native), English (Intermediate), Spanish (Basic).

CERTIFICATIONS

2012 – EXIN ITIL v3 Foundations	2019 – Comptia Security+
2012 – EXIN ISO/IEC 27002 Security	2022 – AWS Certified Cloud Practitioner
2012 – EXIN ISO/IEC 20000 Bridge Foundations	2022 – Microsoft Azure Fundamentals
2012 – LPI1 Certified Linux Professional	2023 – EC-Council – Threat Intelligence Analyst
2013 – CISCO Certified CCNA Network	2023 – Comptia – CySA+
2013 – CISCO Certified CCNA Security	

PROFESSIONAL EXPERIENCE

Kaspersky Lab

Since Dec 2020 – Sales Engineer

Major accomplishments: A business driver in capturing, prospecting, opening, and expanding new business opportunities alongside the sales team. I conduct presentations and lead discussions on security solutions, ranging from endpoint protection to advanced persistent threats. Engaging in meetings and proactively leading PoCs and PoVs with technical demonstrations as a key differentiator are central to my strategy for driving sales growth and ensuring renewals.

Speaker in huge cyber security events: SUCESU, SENAC TEC, CONIP and VIP events.

Main customer advisor:

Regional labor Court: Comprehensive support throughout the acquisition process for more than 80k EDR.

Trusted advisor to the Brazilian Army, Air Force, and Navy, delivering solutions with over 120k EDR and Threat Intelligence capabilities.

SENAC SP: Customer advisor for mail protection solutions.

Mato Grosso Court of Justice: Trusted advisor for cybersecurity solutions.

OI Soluções (OI Solutions)

Sep 2020 to Dec 2020 – Security Solutions Architect

Major accomplishments: Sizing security solutions such as Cisco, Fortinet, Blockbit, Checkpoint, always looking for the best benefit for the customer, balancing functionality x costs. Focus on the analysis of public notices (RFI / RFP / RFQ). Presentations and discussions on offerings and architectures of security solutions involving from network security tools, endpoint to web application solutions.

Main customer advisor:

Banrisul: Architect responsible for identifying the best solution in accordance with the customer's needs.

Prodemge: Architect responsible for offer the solution in accordance with the RFP documents.

OGASEC Cybersecurity

Oct 2017 to Ago 2020 - Presales Specialist

Major accomplishments: Business driver in capturing and prospecting and opening new business in customers with the sales team. Product presentations at clients and events, analysis and questioning of technical specifications in public notices, technical sizing proposing the best solution and developing sustainable projects. Proof of concept on NGFW/UTM Firewall, Web Application Firewall, IPS/IDS, DAST/SAST - N-Stalker vulnerability scanner solutions and SIEM.

Main customer advisor:

Drogarias Pacheco: Implementation SD-WAN in >300 sites.

Ministry of Agriculture, Livestock and Supply – Implementation > 30 Firewall's appliance, IPS/IDS and SIEM.

Superior Military Court: Support and suggestions in the purchase process firewall, SIEM and WAF solutions.

National press: PoC and Implementation in Firewall, SIEM, WAF, IPS/IDS solutions and support in purchase process.

Support Analyst – Nov 2013 to Oct 2017

In this period of 4 years I acted as support level 1, 2 and reached level 3 of experience for solving problems in customers.

Major accomplishments: Post-sales service support and analysis of network infrastructure and security. Deployments and projects for UTM/NGFW Firewall, IPS/IDS, Web Application Firewall (WAF), email filtering (anti-spam), log centralizer, DAST / SAST vulnerability scanner and endpoint.

Level 3 call fulfillment with 1-7 OSI network protocol troubleshooting, WEB protocols, shell script task automation, reporting to clients on vulnerability analysis.

Participation in various small and large-scale projects, such as implementation of SD-WAN networks of over 300 sites. NGFW perimeter protection project to control access to networks of over 15 thousand users.

Telebrás – Brazilian telecommunications

Apr 2013 to Nov 2013 – Senior Support Analyst

Major accomplishments: Switch and router management, Datacom, Cisco, metro Ethernet transmission networks using DWDM technology. Management Tools: Dmviewer, Cisco Prime, Metropad, Cacti. AntiDDoS Arbor Peakflow, ASA Firewall and Checkpoint. Equipment troubleshooting, Tacacs + access control, DNS caches and authoritative Nominum Linux, site acceptance. NOC operating environment, collaborating on PNBL, Confederations Cup and World Cup network projects.

Ministry of Social Development and Hunger Alleviation

May 2012 to Nov 2012 - Senior Communication Network Specialist

Major accomplishments: Performing support activities of networks and security systems such as Squid, IPTables and PFsense, provisioning of servers and desktops with Windows and Linux OS, virtualization with VmWare and KVM. Report to customer at link down SLA level with implementation of monitoring solutions. Moving servers to distinct data centers with 99% availability of over 160 servers.

DBA Systems Engineering.

Apr 2011 to May 2012 – Technical Support

Major accomplishments: Maintenance of Windows and Linux operating systems, Computer Maintenance, implementation and network cabling maintenance with over 280 points: LAN and Wireless, backup routines (tapes), software installation, network assets monitoring, OSC Inventory, VOIP telephony.

TRAINING, SKILLS AND QUALIFICATIONS.

Training in operation systems Linux, CISCO, ITIL v3 Foundations, CompTia Security+, ISO/IEC 27001, AWS Cloud, Azure Cloud and threat intelligence analyst.

I have facility to work under pressure, in resolved complex problems in computer networks, facility in collaboration with my team, work with positive thinking is my differential, always looking to solve customer problems.