

# Eric Parker

INFORMATION SECURITY & SALES ENGINEERING SPECIALIST

**Morgan Hill, CA**

## Objective

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A practical information security and sales specialist with over 20 years' experience in complex integrations, log correlation, monitoring, analytics, technical sales and regularly meeting customer and corporate business needs.

## Skills & Abilities

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- Pre-Sales
- Python
- API's
- UEBA
- Unix Shell
- No-SQL Databases
- Splunk
- Security Engineering
- Linux
- Firewalls
- Threat Intelligence
- GitHub (Mobjack)
- SIEM
- Data Visualization
- Solutions Architect
- Azure/GCP/AWS
- SOAR
- Data Lakes
- Relational Databases
- Docker
- Machine Learning

## Professional Experience

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**E4 Security | Security Engineer | Morgan Hill, CA** **April 2024 – Present**

- Founder of a niche security engineering firm helping organizations with custom security solutions focusing on systems integrations, SOAR, SIEM and data lake architecture, machine learning products and data visualizations.

**Query.AI | Solutions Architect | Atlanta, GA (Remote)** **August 2020 – April 2024**

- Sole member of the Pre-Sales and Architecture teams responsible for demonstrating Query.AI's Federated Search Platform.
- Daily support of existing customers pre and post sales and working with product and engineering teams to fulfill customers searching goals.
- Responsible for closing deals with all sizes of enterprises including fortune 100 companies in ranges of \$60k to \$250.

**LogicHub | Senior Sales Engineer | Mountain View, CA** **November 2019 – August 2020**

- One of two Sales Engineers responsible for demonstrating LogicHub SOAR platform to include custom integrations utilizing Python and platforms machine learning capabilities.
- Performed POC's on a complicated product and platform making the solution easy for customers to understand and deploy.
- Let go after the pandemic impacted business and operations halted.

**JASK | Channel Sales Engineer | San Francisco, CA** **October 2016 – November 2019**

- Channel Sales Engineer with responsibilities of technical training partners/resellers.

- Perform software engineering tasks meeting customer requirements centering on advanced Python, cloud (AWS) services, 3<sup>rd</sup> party tool integration, POC's and custom solutions.
- Responsible for scripting the demo environment.
- Helped partners with closing new business and training the team to expand sales.
- Company was acquired by SumoLogic in November 2019.

**Exabeam | Security Sales Engineer | San Mateo, CA** **September 2014 - October 2016**

- Hired as the company's first sales engineer and given the responsibility to make a complex data analytics problem understandable to customers.
- Tested and deployed the Exabeam solution integrating the product to several large corporations utilizing log and system data to pinpoint abnormal behavior of users.
- Closed over \$1 million dollars of new business as the company grew from stealth mode to a fully functioning product.

**Anomali | Security Sales Engineer | Redwood City, CA** **October 2013 - September 2014**

- First sales engineer responsible for all customer demonstrations and customer installations.
- Wrote the main integration tool for customers with python.
- Technical lead for customer wins at large financial organizations, retail and healthcare verticals.
- Closed company's first \$800k revenue.

**Mozilla | Security Engineer | Mountain View, CA** **November 2011 – October 2013**

- Lead monitoring analyst for all internal applications and infrastructure.
- Migrated SIEM infrastructure from ArcSight to Elastic stack (ELK)

**BAE Systems | Senior Security Engineer | Herndon, VA** **January 2006 – November 2011**

- Senior Engineer architecting and deploying ArcSight product suite.
- Senior Engineer for firewall infrastructure

**General Dynamics | Senior Security Engineer | Fairfax, VA** **August 2004 – January 2006**

- ArcSight & firewall engineer for US Treasury and small DOD agency.

**Digex | Firewall Engineering Supervisor | Beltsville, MD** **April 2001 – August 2004**

- Lead a team of 5 firewall engineers and set policy for a team of 20 firewall administrators managing over 700 firewalls worldwide.

## Education

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**WHC School of Radiologic Technology** **1993**

Major: Radiologic Technician | Minor: CT technology | National Board Passed 1993

## Certifications & Clearances

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- 1993 Radiologic Technician – American Registry of Radiologic Technology
- 1996 MCSE
- 2004 Department of Treasury – Public Trust (Expired)
- 2008 Department of Defense - Secret Clearance (Expired)
- 2010 ISC<sup>2</sup> CISSP