

ASJAD ATHICK

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Work Experience

Principal Security Specialist, APAC

Sep 2021 to Present

Elastic - Global Security Specialist (Field)

Support sales and pre-sales teams across the Asia Pacific region to engage with and deliver transformational enterprise cyber capabilities for Elastic Security customers

- Support strategic accounts in successfully adopting Elastic Security for SIEM, EDR, XDR and Cloud Security use cases
 - Helping customers map out security use cases to outcomes for their teams
 - Advising on investing in security capability over the next 3-5 years
 - Design SOC workflows to help customer teams scale and apply Elastic technology to achieve results
- Enable a high performing pre-sales and sales team in engaging with security practitioners, decision makers and buyers across a range of territories
 - Weekly security enablement sessions focused on news, competitive analysis and win/loss reviews
 - Supporting complex pre-sales cycles to expedite opportunities
 - Experience engaging with customers in FSI, telco, digital natives, enterprise and federal government
- Maintain technical relationships with champions and executive sponsors across key accounts
- Nurture partnerships and alliances in region to drive channel business for the Elastic Security ecosystem
- Collaborate with regional/global marketing initiatives to build Elastic's brand awareness, credibility and reputation in the ANZ market
- Contribute thought leadership via blog posts, security conference talks, webinars and executive roundtables
- Support strategic proof of concept engagements for customers with Elastic services and partner teams
- Report into and inform global product management initiatives to continuously improve Elastic's product offering

Consulting Architect

Dec 2018 to Aug 2021

Elastic - Services (Consulting)

Help customers solve their most challenging data related problems in cyber security, logging, machine learning and search related use cases

- Deliver solutions powered by Elastic technology (Elasticsearch, Kibana, Logstash, Beats) to drive customer business value from data
- Provide security, cloud and search expertise on customer projects
 - Assess customer solutions to meet enterprise security standards and best practices
 - Design solutions for high availability, performance and disaster recovery requirements on AWS, GCP and Azure
 - Work with configuration management (Ansible, Chef), containerisation (Docker) and container orchestration (Kubernetes) technologies to deploy Elastic solutions for customers

- Work on Security Analytics use cases for customers to gather security insight from user/machine/network data
- Work with customers to understand business requirements, and work towards prioritising, planning and executing solutions on problem domains
 - Design and develop solutions to customer project specific use cases
 - Integrate Elastic technology with existing applications, platforms or APIs
 - Capacity plan for Elastic clusters to ensure required data volumes are met
 - Manage large Elasticsearch and Elastic Cloud Enterprise deployments in sensitive production environments
- Develop and maintain custom tooling in Python and Go to expedite the delivery of large consulting projects
 - Fact checker - a tool to verify customer infrastructure specs for consulting engagements
 - ECE orchestrator - a one touch tool to automate the installation and configuration of Elastic Cloud Enterprise (cutting down install time from a couple of days to 30 mins)
- Help customers model data, optimise queries and tune search clusters to meet performance and SLA requirements
- Work with Sales teams to scope out customer projects, and develop POCs to highlight value from Elastic
- Work with Elastic product management teams to optimise and improve offerings from field experience

Security Architect

Nov 2016 to Nov 2018

Telstra - Cyber Security (Networks and IT Operations)

Architect and enable a 'first of a kind' security function to discover unknown cyber threat to Telstra, by creating advanced ML models using cloud technologies designed to analyse data for anomalies.

- Empower a team of analysts with in-house data processing and visualisation tools for detection, investigation and management of potentially unknown cyber risks
- Demonstrate initiative and expertise in cloud technologies by driving a \$2m project
 - Produce and communicate the framework and security standards to utilise public cloud services such as AWS and Google Cloud within Telstra
 - Architect and implement a highly secure data analytics platform for Threat Discovery on AWS ECS, S3, Lambda, Kinesis and Athena using Elasticsearch, Kibana and Logstash, with an Ansible powered CI/CD pipeline
 - Create incident response and risk management models for the platform
 - Configure cloud governance & compliance tools, ensuring ongoing cloud security
 - Develop and communicate cloud spend optimisation methodologies
- Manage and oversee strategic partnerships, including a \$1.2m academic research engagement to design novel machine learning and generic feature engineering techniques for anomaly detection
- Facilitate cross business unit collaboration between Cyber Security and the CTO, working with various senior stakeholders to produce in-depth network communication vis/insights; successfully identified threats not detected through AV and other traditional threat defences
- Present at public forums, industry events and roadshows on Telstra's security capabilities to represent Telstra as an industry leader in security analytics technology

Chief Technology Officer - Global Robogals

May 2018 to May 2019

Lead the strategic transformation of the Robogals Technology team, playing a key role in helping the organisation realise its 2020 vision - "inspire and outreach to 200,000 girls globally to pursue STEM related careers".

- Develop and implement core technology strategies to drive growth and expansion of Robogals - reimagining the way the technology team supports and enables the organisation
- Lead a team of 8 individuals, fostering growth and development of the team while maintaining a high standard of delivery across core functions
- Lead in the design, architecture and implementation of high value technology initiatives to help Robogals achieve its 2020 mission - to inspire and encourage 200,000 girls pursue STEM related careers. Some of our key projects include
 - Develop a modern form of outreach using gamification and interactive learning technologies to reach students outside classrooms and over the internet, significantly widening our demographic across the world
 - Architect a modern, highly available, cheap to run website to improve customer experience while enabling over 40 global chapters to maintain and update their parts of the website; ensuring branding and content consistency across the platform
- Lead the creation and delivery of modern curriculum for outreach, keeping Robogals relevant in the highly competitive STEM based extra curricular education market

Full Stack Developer Freelance Contractor (Multiple clients)

Dec 2012 to May 2018

- Code Front/Backend on mostly web based systems (PHP on Apache/IIS, with SQL, and Javascript frameworks)
- Work with the client to define the vision for a product, and come up with reasonable timelines for MVP
- Code high performance parts of backends on C++
- Plan, manage and execute sprints, keeping projects on schedule
- Setup, manage and optimise cloud infrastructure on demand (AWS, Azure servers, with scalability mind)
- Develop stunning responsive websites and apps from start to finish using modern libraries and frameworks
- Provide client support and resolve any technical issues in a timely manner

Publications

- **Getting Started with Elastic Stack 8**, Packt Publishing
- **Protect your AWS workloads using Elastic Security**, Elastic blog
- **Preventing "copy-paste compromises" (ACSC 2020-008) with Elastic Security**, Elastic Blog
- **Monitoring Amazon EKS logs and metrics with the Elastic Stack**, Elastic Blog

Training, certifications and professional awards

Elastic Club Winner FY22 - Elastic	May 2022
SEC540: SANS Cloud Security, DevSecOps, Automation	May 2022
Outstanding Contribution Award FY21 - Elastic	Apr 2021
Elastic Certified Observability Engineer - Elastic	Mar 2021
Elastic Certified Analyst - Elastic	Jul 2020
LFS258: Kubernetes Fundamentals - Linux Foundation	Apr 2020
Elastic Certified Engineer - Elastic	Oct 2019
Associate Solutions Architect Certification - Amazon Web Services	Jun 2018
Splunk Enterprise Training (Architect Track)	Mar 2018

Education

Bachelor of Computer Science - Deans Scholar (Digital System Security) University of Wollongong	Feb 2015 to Dec 2017
<ul style="list-style-type: none">• Deans Merit Scholarship - \$8,000 tuition + \$500 books scholarship per year, for 3 years• Dean's Merit List Award (2016 & 2017)• Most Promising Computing Professional Award (2017)• Ross Nealon's Award for Best Academic Performance in 2nd Year (2016)• Deans Scholar Award (2016)	