

Giuliano Rulli

Experienced Security Consultant

Versatile, result driven professional with comprehensive experience developing exceptional relationship with clients, peers, and senior leadership to provide sustainable business solutions. Entrepreneurial leadership abilities and personnel management skills with strong expertise in Cybersecurity Governance, Risk and Compliance. Proven problem solving and analytical thinking skills, a fast learning curve, and ability to adapt in evolving industries trends. Demonstrated ability to instill a common vision and develop and lead dynamic and highly efficient teams based on trust and mutual respect. A dedicated professional with the drive and skill set to excel in a fast-paced leadership role enhancing a company's ability to capture profitable markets and protect their assets aligned to the business goals.

CORE COMPETENCES

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| ◆ Profit & Loss management | ◆ Internal Auditing Information | ◆ Contract negotiation |
| ◆ Team building & leadership | ◆ Security & Privacy | ◆ 3rd party / Partner management |
| ◆ ICT Cybersecurity Governance, Risk and Compliance | ◆ Business Continuity | ◆ Digital Transformation |
| ◆ Program/Project management | ◆ Process reengineering | ◆ Process Reengineering |
| | ◆ Secure DevOps | ◆ IT Service Management & Operation |

EXPERIENCES AND ACHIEVEMENTS

DXC Technologies

04/2020 – current

Security Sales Executive

- Accountable in Italy Region for cybersecurity services sales, the achievement of the company customer acquisition and revenue growth targets, by keeping the company competitive and innovative
- Achieving growth and hitting sales targets by successfully managing clients, offering and company's expertise
- Designed and crafted a strategic sales plan and partnership to expands the company's customer base and ensures its strong presence, with focus on the account plan for the new logos.
- Build trust relationship with the company's functions in order to act as a team and got incisive support to meet the time to market: established periodical meeting with delivery, accounting and back-office teams to share opportunities and initiatives.

CEPOL (European Agency)

10/2016 – current

External Expert

External Expert for the EU/MENA Counter-Terrorism Training Project. Speaker in the 2nd Anti-Cybercrime Forum (2016) in Beirut and for the OSCE "Cybersecurity Capacity Building" Conference (2019) in Vienna

ACCENTURE

09/2017 – 01/2020

Executive Director – CISO, Program Manager, Internal Auditor

- Lead multimillion-dollar international security project on Governance, Risk & Compliance with full P&L accountability
- Accountable for the Security of the digital video business platform AVS – Accenture Video Solution (operating in 12 international companies with > 130mln/year of users), vulnerabilities dropped by > 45%
- Standardize DevSecOps activities and estimating techniques and tools, streamlined the process allowing the speed up of the components' release by > 30%
- Defined a 5G Technical Security Framework approach, it resulted in winning paper for international conference. Advocated 5G market opportunity with the internal stakeholders, it resulted in public Accenture white paper
- Lead a market growth initiative through innovative sales and marketing campaigns in Energy Market for the security of IoT systems, won tenders for > 5 Mln€
- Introduced knowledge management philosophy reducing project training period by 33%. Build collaborative and effective teams reducing overtime and employee attrition by 25%
- Established a Security Assessment Program for a Global Energy company to guarantee the alignment of the IoT/ICS's security with company's business and compliance goal, devising an IT risk analysis model also based on international authoritative information security control frameworks (e.g. SANS CIS CSC, NIST, ENISA, ISO/IEC 27000, NERC CIP, SIGT SCL, Acuerdo 788).
- Compliance SME for Telco and Media market to meet the GDPR compliance for the ongoing projects.
- Accountable for profitability and viability of new business opportunities

REPLY

09/2006 – 09/2017

BU Manager - CISO (Interim), Project Manager, Internal Auditor

- Instrumental in opening and developing the Security's Business Unit of Rome managing the P&L: increased in turnover with a CAGR of 38,3% through the develop and carrying out of the business proposal and solutions for business security: won tenders and RFP in multiple sectors (Public Administration, Telco, Media, Manufacturing, Health, Energy) increasing customers from one to more than 10 (mostly Large Enterprises) in 2 years
- Decisive in the successful implementation of Cybersecurity Governance, Risk & Compliance projects: increased margins

- of the company equal to 10% YOY through the effective management of the suppliers and the projects delivered
- Organized the business capability of the consulting practice by increasing the staff from 3 to 40, lead them to higher level of performance by continuous coaching. Designed and executed new growing skills path (80% new graduates or experienced less than 2 years) increasing staff motivation
- Carried out partnerships with suppliers and customers, including the participation in European Projects: awarded a European project on ISEC call (Prevention of and Fight against Crime) with the Carabinieri Corps and the Italian National Research Council
- Instrumental in winning in Spike Reply for two consecutive years the "Highest Professional Excellence" in Reply group
- Owned responsibility for multiple programs involving implementing robust protection of companywide data, 100% project finished in time, in budget and with the satisfaction of the clients
- Provided project management for multiple IT initiatives simultaneously, working to increase productivity and eliminate operational vulnerabilities; also provided reporting and operational analysis as needed
- Target and secure new business, negotiate contracts, and provide technical and managerial oversight to all aspects of client engagements
- Provide advisory services to top-tier client executives (CEOs, CISOs, CTOs), and establish, strengthen, and manage relationships with internal and external customers
- Consistently exceeded annual incentive benchmarks while maintaining strict operating controls and disciplines

EUROPEAN COMMISSION

06/2013-05/2015

Project Manager

Project Manager of the European project ISODAC (Indexing and Searching Data Aimed at fighting Crime - funded by the ISEC program) composed by International Company, Italian National Research Council (CNR), Carabinieri Corps and Netherlands National Police Corps. Build an intelligence solution for analyzing large unstructured data sets and gives to the investigator the ability to quickly retrieve information. Released a "proof-of-concept" currently installed and used at the Carabinieri RACIS corps.

Teaching and Educational Activities

- Teacher for the European Agency *CEPOL* - MENA project (Mediterranean Basin) for many on premise courses on Cybersecurity (e.g. blockchain, CERT, National Cybersecurity Policy) (20016 – current)
- Teacher for TIM (former Telecom Italia Learning Services – TILS) on ICT (e.g. Unix systems, Networking and Security) (01/2002 – 12/2005)
- Lecturer, "La Sapienza di Roma" University, Telecommunications Engineering, Operative Systems I and II (07/1998 – 05/2000)
- Teacher for SSPAL (Scuola superiore della pubblica amministrazione locale) on "CAD - Codice dell'Amministrazione Digitale" (12/2005 – 03/2006)
- Speaker in International Conferences

EDUCATION AND CERTIFICATION

Master's Degree, *Computer Science Engineering*, UNIVERSITY OF ROME "LA SAPIENZA", (IT)

- ISO27001:2013 (Auditor/Lead Auditor - Information Security Management System - BSI)
- ISO27001:2005 (Auditor/Lead Auditor - Information Security Management System -TUV)
- ISO31000/27005 (Risk Management - RINA)
- PCI/DSS (Payment Card Industry Data Security Standard - Verizon)
- ITIL V4 (IT Service Management - Axelos)
- Prince2 (Project Management - Axelos)
- ISO22301 (Business Continuity - BSI)
- Management Training (Gustav Kaiser Training International Management)
- CRISC (Certified in Risk and Information Systems Control - ISACA) [in renewal]

OTHER INFORMATION

Military Service:

- Carabinieri Corps (Italian Military Police), General Headquarters, Rome

Languages:

- Italian – mother tongue
- English - Level C1 (by Common European Framework of Reference for Languages)

Publications:

- M.Lancia, M.Draoli, G.Rulli: Next Generation Protocol – IPv6 and RSVP, a practical application. QUADERNIO SCIENTIFICO of CNR 1998.
- A.Grillo, A. Lentini, G. Me, G.Rulli, Trusted SMS - A Novel Framework for Non-repudiable SMS-based Processes. HEALTHINF 2008: 43-50.
- G.Rulli, A. Ricci, R. D'Alessandro: "A possible approach for 5G Security", DEFCAMP #10 2019, November 7th - 8th - Bucarest