

## **ANTONIO BENJAMIM DA COSTA JUNIOR**

633 Carlos Weber Str., Apt. 154-B, São Paulo/SP – 05303-000

Phone/WhatsApp: +55-11-96414-0703

E-mail: [acosta@theunf.net](mailto:acosta@theunf.net)

Date of Birth: 12/20/1973

Marital Status: Divorced, one 13-year-old daughter

Web Page: [www.theunf.net](http://www.theunf.net)

LinkedIn: [www.linkedin.com/in/theunf](http://www.linkedin.com/in/theunf)

### **EDUCATION**

Computer Networks

Universidade Gama Filho/RJ

### **LANGUAGE**

English - Fluent

Spanish - Advanced

### **PROFESSIONAL EXPERIENCE**

**Tufin Software Technologies Ltd. (Israel)**

Aug/2015 - Present

Senior Solutions Engineer

LATAM

Joined Tufin's new LATAM team with colleagues in Brazil and Chile as the first local representatives.

Acting as technical representative for sales among Distributors, Resellers and large Customers with the responsibility to expand the presence of Tufin by supporting the commercial staff and evangelizing the need and use of our products, starting the first local series of TCSE training sessions, seminars and marketing campaigns.

Led the initiative to revamp virtual laboratory infrastructure that made possible to offer a better on-demand Tufin Academy as a SaaS solution for all internal teams, partners and customers worldwide.

As of 2020, I started to be included as an additional SE in projects in Canada, US and Europe, supporting projects with Cloud requirements such as Azure, Amazon and Google and new SEs.

Starting in 2021, also acting as a TAM/CSM with large LATAM accounts with the aim of expanding the Tufin experience and promoting, together with the professional services team, the migration to the Tufin Aurora platform based on Kubernetes and micro-services.

With the reduction of restrictions related to the pandemic and the return to face-to-face operations, direct action expanded with constant trips to Mexico, Colombia and Argentina.

**Proof Investigação Digital**

Dec/2011 - Aug/2015

Senior Information Technology Security Engineer

São Paulo

Consulting services for large clients in São Paulo area using new networking and security technologies.

Great expertise with projects using products from F5, Cisco/Meraki, Splunk, Tufin,

VMWare, Arbor, Venafi and Symantec.

Responsible for critical projects for financial and telecom markets and joined the staff that delivered the largest Latin American F5 project in 2012 with the F5 Big-IP's Viprion series and the largest Splunk license deployed on South America in 2014.

Part of the team that lead Proof to be the No. 1 Splunk partner in Latin America.

**Stefanini IT Solutions/Telefonica Empresas Datacenter** Nov/2010 – Dec/2011  
Senior Information Technology Security Analyst / Tech Leader São Paulo

Started as Senior Analyst and then promoted to Tech Leader of a team dedicated to respond to third level Security Incidents of Telefonica Empresas' CIS Datacenter.

Reinforced the security and privacy of Security Operations by designing and controlling a complete remodeling of Equipment's Inventory Database and the AAA Policy review when accessing clients' equipment.

Responsible for virtualizing all Security/Networking staff supporting systems that were using stand-alone solutions of HW and SW.

**Foco Gestão em TI** 2010, 2022  
Senior IT & Security Consultant São Paulo

In 2010 the main projects included LAN/WAN infrastructure review, renegotiation of telecom contracts, legacy WAN migration to VPN over the Internet, support in response to external auditors, selection and acquisition of Internet content management solutions.

In 2022 I joined a team of senior consultants to elaborate IT and Telecom Strategy and Executive Planning for companies in Brazil. The consulting services consisted in remote interviews with Network, Infrastructure and Service Desk staffs to get an overall status and generate a set of recommendations and roadmap actions to be taken in the next 3 to 5 years, following needed improvements and each customer business objectives.

**Future Security** Feb/2008 - Jun/2010  
Senior Information Technology Security Engineer São Paulo

On the Project Management and Solutions Architecture fields, I supported pre-sales, planning and implementation of security solutions to clients from different market areas.

Intermediation of customers' business demands through the survey, analysis, and planning of security environment changes in addition to security events auditing and CMDB with new tools (ArcSight and Tufin Secure Suite).

**Construtora Norberto Odebrecht S/A** Apr/1998 - Feb/2008  
Senior Information Technology Security Analyst UAE, Angola and Venezuela  
Senior Information Technology Security Analyst Rio and São Paulo Headquarters  
Information Technology Security Analyst Country director and Luanda Sul Project - Angola

Assessment, planning and deployment management of new IP backbone based in outsourced VPN connections with a single telco operator in Brazil and for a new MPLS VPN network supporting Voice and Data with worldwide telco operator in Brazil and other countries.

Technical evaluator to eliminate problems when the hiring services and purchases for Telecom and Security (Brazil and other countries), transparency to remote IT administrators by establishing a network monitoring website and supporting Enterprise Central Helpdesk staff.

Increased the network inspection with IDS, established the local WIFI/Dial IN access provision for roaming users, managed migrations from traditional overpriced links to VPN site-to-site via Internet, and deployment of new standards of cluster Firewalls at the corporate core. These changes raised the levels of services availability and network security.

Planning and deployment of Cisco IP telephony for privacy and encryption support of worldwide voice traffic between strategic resources.

Responsible for providing international assistance on Security and Network issues with periods of local presence in South Africa, Angola, Argentina, Colombia, Ecuador, United Arab Emirates, United States and Venezuela.

### **Consulte Soluções em Conectividade**

IT and Network Consultant

Apr/1997 - Apr/1998

### **Interligue/CPUnet Internet Provider**

Founding partner

Jul/1995 - Apr/1997

### **UFBa – Computer Science Department**

Academic network administration

1993 - Jun/1995

## **TECHNICAL EXPERIENCE**

**Cloud:** Microsoft Azure, Amazon AWS, Google GCP, Kubernetes, VMWare vSphere e NSX;

**Operational Systems:** AIX, Linux, Mac OS, Windows, OS/2, Novell, VMWare ESX, Solaris;

**Security Systems:** F5, ArcSight, Tufin, Oracle (Advanced Security), Checkpoint, ISS, IronPort, Symantec, Linux, Cisco, NetScreen/Juniper, Arbor, Palo Alto;

**Telephony:** IP Telephony, SIP, Skinny, VoFR, VoIP, gateways and ToIP & TDM integration;

**Networking advanced knowledge LAN/WAN/INTERNET:** TCP/IP, IPX, NETBEUI, Client/Server, Internet Provider, Routing, Remote Communication and Cabling;

**Hardware:** RISC, PC, Servers, Storage NAS/SAN, Firewalls, IPS/IDS, Routers, Access Points, Switches, Modems and Serial Communication;

**Other Skills and Programs Used:** Splunk, Big Data, Analytics, SIEM, Configuration Management, Virtualization, Web Pages, CGI interfaces using JavaScript, Cold Fusion, PHP, Perl or C++, interfaces to Oracle, MySQL and Microsoft SQL databases.

## **COURSES AND CERTIFICATIONS**

**LGPD – DPO Master (by Dec/2022)**

**LGPD – Introductory to Privacy Professional**

**CoM – Command of the Message**

**CEH - Certified Ethical Hacker**

**PenTester by Training Education Services**

**Intro to (ISC)2 CISSP**

**Tufin Certified Security Expert, TCSE**

**Splunk Certified Sales Engineer Level I**

**Splunk PS Onboarding – Plano/TX**

**Cisco UCS Invicta Partners Session**

**Proof - Palo Alto Next Generation Firewalls & Panorama Management**

**F5 Partner´s Training - DDoS Protection with BIG-IP Advanced Firewall Manager**

**Proof - F5 BIG-IP (ASM, GTM & APM)**

**Cisco Identity Services Engine certification (FE & SE) (Partner ATP)**

**F5 101 Application Delivery Fundamentals**

**Splunk 6 Bootcamp**

**Arbor Networks APS & NSI Partners Bootcamp**

**F5 Accreditation Partner 2013.1 Certification Series**

**Cisco Identity Services Engine / Multirede Informática**

**Oracle Advanced Security / Oracle Partner Network Brazil**

**ArcSight Partners Boot camp / Westcon São Paulo (ACIA & ACSA)**

**Cisco IronPort Certified Security Professional – WEB / IronPort Brazil**

**Checkpoint Official Curriculum / Compugraph (CCSE+ R65)**

**Cisco Official Curriculum / Multirede (ICND, ACRC, CVOICE, CIPT, CCNA, CCNA WIFI)  
Microsoft Certified Engineer, MSCE Windows NT**