



# Antonio Benjamim da Costa Junior

Senior presales, Solutions Architect, IT Consultant and Trusted Advisor, DPO

## Profile

I'm a professional with extensive experience in IT and Security as a Solutions Architect and Consultant as well as Tech Leader and Senior Analyst in worldwide companies.

My international experience to work anywhere and on multiple parallel projects guarantees low dependence on third parties, flexibility, and time management, especially in new environments even when under pressure to meet corporate targets.

While working for IT vendors, I support sales processes and keep constantly improving technical skills of the solutions I represent and integrate, whether while running complex PoVs, supporting colleagues or with the vendor's DevOps teams.

In the corporate world, proven leadership of local and remote teams in IT infrastructure such as Datacenters, Server farms, Telecom, Networking and Security performing constant digital transformation and executive trusted guidance.

## Employment History

### Senior IT and Security Consultant at Foco Gestão em TI, São Paulo

June – November 2010. Since March 2022

Joined a group of senior consultants to elaborate Director and Executive plans for IT and Communications staffs in Brazilian companies. The consultancy consisted of a series of remote interviews with managers and their staffs, onsite close look on infrastructure and service desk methodologies in use to obtain the current situation to then suggest changes and new projects to be deployed in the following years, adapting needs, management desires, best practices, compliance, privacy law and business objectives.

In addition, I conducted methodology and tool refresh sessions to update client knowledge.

### Senior Solutions Engineer at Tufin Software Technologies Ltd. (Israel), Brazil and LATAM

August 2015 — December 2022

Joined the first team dedicated to the LATAM market to represent Tufin, a security management product vendor based in Israel with a global presence.

I acted as a Presales and Solutions Architect helping Distributors and Resellers on large customers, expanding Tufin's presence in the market with a series of in-person trainings, webinars, and proof of concepts, as well as participating in major security events.

Carried out complex proof of concepts including API REST integrations with Service Desk systems, Big Data, SIEM, SOAR, Vulnerability Analysis, IPAM, Cloud, and Application Discovery.

Led a global project to review the virtual lab infrastructure that supported the on-demand training platform for customers and partners, as well as executing proof of concepts.

In the last 4 years expanded my role to also act as a TAM/CSM for large accounts throughout LATAM and as a strategic SE in projects in Canada, USA, and Europe in Azure, Amazon, and Google Cloud projects.

## Details

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## Education

Computer Networking

Gama Filho University, RJ, Brazil

March 2001 — November 2004

## Languages

Portuguese

English

Spanish

## Links

[Linkedin](#)

[Updated resume](#)

## Strengths

Cordiality

Flexibility

Proactivity

Multitasking

Leadership

Teamwork

Communicative on meetings and presentations

Creativity on problem solving

## Hobbies

Travels, Family, Cultural activities, Car racing

## Senior IT Security Engineer at Proof Investigação Digital, São Paulo

December 2011 — August 2015

Worked with large customers in São Paulo representing products from companies such as F5, Cisco, Meraki, Checkpoint, Palo Alto, Splunk, IBM Qradar, Tufin, VMWare, Arbor, Venafi, and Symantec.

Responsible for critical projects in financial and telecom companies, having participated in the group of analysts that delivered the largest F5 project in Latin America in 2012 with the Big-IP Viprion series and implemented the largest Splunk license delivered in Latin America in 2014.

Actively involved in the team that made Proof the largest Splunk partner in Latin America.

## Technical Leader (DC Telefonica CIS) at Stefanini IT Solutions, Barueri

November 2010 — December 2011

Started as a Senior Analyst and then promoted to Technical Team Leader for the 3rd-level Incident Response team for Security solutions in Telefonica's (CIS) Datacenter.

The security solutions inventory database and the internal security policy were both reviewed, reinforcing the security and privacy of customers' environment in the datacenter.

Responsible for virtualizing all Security and Networks staff support systems.

## Senior IT Security Engineer at Future Security, São Paulo

February 2008 — June 2010

Expertise in the areas of Project Management and Solution Architecture, assisting on presales, planning and implementation of security solutions for customers in different markets.

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

## Senior IT Security Analyst at Construtora Norberto Odebrecht S/A, Angola, Brazil, UAE and LATAM

April 1998 — June 2008

Worked in Angola as manager the IP backbone with a multidisciplinary team of analysts in Telecommunications, IT, and Electronics.

Returning to Brazil, took over the national network and security management with main actions such as migration from Frame-Relay to GRE VPN and then MPLS with Voice over IP, full-mesh VPNs and development of a site for firewall monitoring and management with Juniper.

Implemented the worldwide unification of Cisco IP Telephony to hubs in Angola and the US, and working in offices in the United Arab Emirates, South Africa, and LATAM.

## Skills

Presales and Solution Architecture

IT Networks and Security

Cloud (AWS, Azure, Google)

DPO and data privacy

Integrations with APIs

Perimeter security (Cisco, Palo Alto, Fortinet, Checkpoint, Juniper, Forcepoint)

Endpoint, Zero Trust, XDR and EDR

Big Data and SIEM (Splunk, QRadar, ArcSight, Syslog)

Database (Oracle, MySQL, PostgreSQL, Mongo)

Operational Systems (MacOS, Windows, Linux, VMWare, AIX)

Programming (Perl, PHP, Python, Bash, HTML, JavaScript)

## Courses

ISMP 27001 – TIExames & EXIN Information Security Officer

DPO Master – TIExames & EXIN Data Protection Officer

CoM – Command of the Message

CEH - Certified Ethical Hacker

Intro to (ISC)2 CISSP

Tufin Certified Security Expert

Splunk Certified Sales Engineer

F5 Partner Training

Arbor Partner Training

Palo Alto Partner Training

Fortinet Partner training

ArcSight Partner training

Oracle Advanced Security

Cisco Official curriculum

Checkpoint Official curriculum

MS Certified Engineer