



# Greg

## CHIEF INFORMATION SECURITY OFFICER

- Employed at a 1,000+ employee organization
- Senior IT leader
- MBA degree & CISSP certification
- Five years in current role
- Reporting varies depending on security organization maturity
- Generally reports to CEO, may be more of a director than a CISO
- Owns budget for security initiatives, makes purchasing decisions

"I'm spending a lot of money on products that aren't living up to my expectations. The skilled security talent I need to manage these systems effectively isn't out there either."

## JOB ROLE

- Safeguards the brand, customers, employees and shareholders.
- Accountable for overall security strategy and posture.
- Routinely presents security status/hygiene to CEO, executive team and Board of Directors.
- Defines risk and compliance roadmap to address need for security solutions, policies, and risk strategies.
- Depending on the size of the organization, may be more business-oriented than technical.
- Spends a lot of time in front of executives justifying his budget to support the security team's needs.

## ALTERNATE TITLES

- Chief Security Officer (CSO)
- Vice President of Security
- Managing Director, Security

## MOTIVATIONS

- Be influential in business discussions and be considered a trusted partner.
- Make sure organization isn't breached, and if it is, that I can react quickly—or else I'm out of a job.
- Set myself up to be considered for opportunities at larger, more prestigious organizations.

## GOALS

- Create a world-class security organization I can trust.
- Fill any gaps in the organization's security strategy and its security stack.
- Be forward-leaning and say "Yes!" to emerging tech like the cloud.
- Build a budget and a team the C-suite can respect and trust.

## FRUSTRATIONS

- Decisions are sometimes made for the security team without my input.
- I can't attract and retain enough of the right people to help me manage or maintain products in our security stack.
- We're buying more products, but they're not helping alleviate the strain on people resources.
- Even if I get budget, the products out there lack the complete visibility, are hard to use, lack integration with other products in my stack, or just aren't meeting my expectations.

## MORE ABOUT GREG

Greg earned his bachelor's degree in business and took some master's level courses before starting his career as a networking analyst at a regional bank. He moved up there as an IT security team manager, then moved on to a national bank as vice-president of information security before assuming the CISO role when the bank's existing CISO retired.