Margie Hawkins

CYBER SECURITY ANALYST

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Cyber Security Analyst Summary

- Sales professional with 10 years in educational services, transitioning to Cyber Security; completed 200+ hours in security training.
- Improved data protection measures in client proposals, reducing security-related issues by 20% at EdServ Solutions.
- Led sales initiatives integrating security software, increasing product adoption by 25% at SecureSales Inc.
- Completed a Cyber Security Bootcamp, earning certifications in Network Security and Ethical Hacking.

Work Experience

EdServ Solutions   **January 2018 - Present**
EdServ Assistant (Cyber Security Focus)

- Enhanced security in client proposals, reducing data mishandling by 20%.
- Collaborated with the IT department to integrate security awareness into sales presentations, increasing customer trust by 15%.
- Transitioned to a Cyber Security Analyst role, leading internal training on data protection for sales teams.

Sales Representative   **June 2014 - December 2017**
SecureSales Inc.

- Promoted security software in sales pitches, leading to a 25% increase in product adoption.
- Managed client accounts, ensuring compliance with data protection regulations, and reducing security risks by 15%.
- Conducted market research to identify security trends, improving product positioning and customer engagement.

Sales Associate   **August 2010 - May 2014**
TechGuard Corp.

- Assisted in the development of sales strategies for cybersecurity products, boosting sales by 30%.
- Coordinated with technical teams to ensure secure data handling during sales transactions, reducing errors by 20%.
- Provided customer support on security features, enhancing user satisfaction and retention.

Education

Cyber Security Bootcamp   **August 2023**
CyberTech Institute
Certifications: Network Security, Ethical Hacking

Bachelor of Business Administration (BBA), Marketing   **September 2006 - May 2010**
University Of Miami

Skills

Network Security   **Data Protection**   **Vulnerability Assessment**   **Sales Strategy**   **Customer Engagement**

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Interests

- Cybersecurity Workshops
- Ethical Hacking Challenges
- Volunteering in Cybersecurity Awareness Programs