

Marco Pacchiardo

Principal Security Consultant, Project Leader, Business Consultant, Business Developer

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Summary

Principal Security Consultant for national and international wide customers. High performance on Government and financial security. personal interest in risk management, ethical hacking, forensics and cybercrimes, including cyberterrorism and cyberlaundering.

Presale, Business Development and people/team management activities has been highly proficient and conducted in either national and international environment.

Author of book, guides and articles. Strong speaker and chairman experience.

Specialties

Ethical Hacking / Penetration Testing

Security IT strategy and IT Governance

IT Transformation

Policies and Procedures (Basel II, PCI, SOX, ITIL, ISO2700X, Capability Maturity Model, 196/03, Octave,...)

Security Management

Project Management

People Management

Business Development

Experience

Principal Security Consultant at BT Global Services

2007 - Present (2 years)

- Conduct cutting edge security projects, mainly in leading positions, like ISO2700X compliance checks, IT Transformation, Security Governance business implementation.
- SOC, Data Center Security Design and Business Consulting for a Government, including Incident Response process and security awareness program
- To lead security team
- To contribute in national and international presale activities
- To contribute in international development of products and services

1 recommendation available upon request

Senior Security Consultant at INS

April 2005 - March 2007 (2 years)

- Security Design. Data Center and SOC design for an international Government
 - Risk Assessment and Management. Developed a brand new methodology for BIA and Risk Assessment
 - Business Impact Analysis and IT transformation
 - Security team leading and coordination
 - IT Governance process
 - ISO17799 compliance assessment
 - Ethical Hacking / Penetration Testing
- 11 recommendations available upon request*

Business Developer Security at Secure Group

July 2003 - March 2005 (1 year 9 months)

- Engineering of a tool for ISO2700X and Italian Privacy Law assessment. The tool has been used by him on several projects
- Engineering of a security awareness tool based on screen saver. The tool has been sold on a large Italian customer
- Engineering of an on-line security awareness training for the Italian Government. He engineered the tool and designed the training program and elements.
- Security Business Development
- Security presale
- Security sale support

4 recommendations available upon request

Start-up manager Milan branch at Spark

2003 - 2003

Corporate Security Manager at Siosistemi

May 1998 - February 2002 (3 years 10 months)

- Author of a book on TLC
- Author of many articles about ISO17799 and security
- Author of a Security Guide
- Business Development activities at main events, like SMAU
- Partnership Manager
- Presale

1 recommendation available upon request

Education

PCI QSA

2007 - 2007

EMIT LAS

Interests

Management

People and Project Management

Business Development

Digital Forensic

Cybercrime

Cyber Terrorism

Risk Management

IT Strategy and Governance

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17 people have recommended Marco

"Marco is an exceptional character. He is one of a small group that I've had the pleasure of knowing that share a deep passion and excitement for security. Marco is an out-of-the box thinker with the ability to tie interesting new approaches with business needs. His humble nature and intense collaborative spirit make his intelligence and approach that much more valuable. Marco is very professional, highly capable, attentive, team player, thoughtful, and simply a great person. I've enjoyed his company and our many interactions."

— **Jim Tiller**, *Vice President of Ethical Hacking, BT INS*, managed Marco indirectly at INS

"One of the strongest security consultants I ever met."

— **Mauro Fattori**, *Consultant, INS*, worked directly with Marco at INS

"Marco is a smart guy, reliable, competent. A warm person"

— **Antonio Santangelo**, *Corporate & Marketing Comm. Director, I.NET*, worked directly with Marco at INS

"Marco is a dedicated and Professional Security Consultant. He has excellent subject matter knowledge and the ability to interact with clients in a manner which ensures that the requirements are fully met and that the quality of work is of the highest standard. Marco is an model professional and I would have no issue recommending him."

— **Jim Daniel**, *Regional Director, INS Ethical Hacking Centre of Excellence*, worked with Marco at INS

"During my time at INS, Marco was one of the more experienced and skilled security consultants in the European Operation. In addition to his technical skills, he also has well developed consulting and interpersonal skills and is always eager to take on a new challenge."

— **Theo Stoof**, *Managing Director, INS*, managed Marco indirectly at INS

"Marco is a sound and very knowledgeable Security Consultant who allies interpersonal, social and professional abilities in order to deliver outstanding work for his employer and clients. He manages to build a good relationship with his clients which allows them to work in confidence on critical

subjects such as Security policies and procedures and fine tuning of Corporate IT security strategies. On a personal level it was for me a pleasure to work with him and would recommend him to any client or employers."

— **Stephane Minana**, *Managing Consultant, International Network Services*, managed Marco indirectly at INS

"I worked with Marco as a Business Partner. I really appreciate his responsiveness, reliability and his value as professional. Matteo"

— **Matteo Del Corno**, *Country Manager Italy, Check Point Software*, was with another company when working with Marco at INS

"I worked with Marco on a security project. I was really impressed by his capacity and professional maturity in analyzing problemst. He proved himself to be an active and valuable individual putting his talent and dedication in making the project a success."

— **Ferruccio Maccarini**, was Marco's client

"Marco worked on a strategic programme for Abu Dhabi Government, taking the lead role as security consultant. He is a highly experienced security professional, able to identify opportunities, and possesses great relationship management skills."

— **Danny Brown**, *Programme Director, BT Global Professional Services*, managed Marco at BT Global Services

"It is a distinct pleasure to recommend Marco Pacciardo. In my capacity as Chief of Technology of Aeropuertos Argentina 2000. I have worked closely with Marco for a security assessment report. His work has been a major factor in our company's."

— **Leandro Giordano**, was Marco's client

"One of the smartest guy I have ever met"

— **Giuliano Merlo**, *Security officer, ING Direct*, was with another company when working with Marco at INS

"Marco is a brilliant Information Security expert. He is full of new advanced idea on methodologies and he has done a great support to the development of the INS Risk Analysis methology. It was great to work with him in BT-INS."

— **Matteo Meucci**, *Consultant, BT - INS*, worked directly with Marco at INS

"marco è un bravissimo professionista, mirato al risultato per il suo cliente, possiede ineccepibili competenze tecniche ed è un ottimo team leader"

— **Corrado Faletti**, was Marco's client

"Marco is endowed with an uncommon mix of strong technology knowledge, educated wisdom and biting wit. His confidence with the most complex technical and organizational issues involving information security is impressive. And his ability to speak at all levels of a Company's Management makes him a complete business and technology consultant."

— **Michele La Porta**, *Senior Consultant, INS*, worked directly with Marco at INS

"I have been knowing Marco since 1997, in the beginning as a colleague, later as customer. I appreciate his transparent approach and his professional attitude in everything he does, very precise and always committed. It was a pleasure working with him"

— **Giuliano Merlo**, was Marco's client

"Marco is a security specialist guy that every company should hire. His ability to resolve your issues is fantastic. He not only understands your technical (and not technical) needs but he has a pragmatic vision of reality that makes the difference from what you want to do and what you can do. I wish to work with him again in the future!"

— **Lorenzo Demelas**, was Marco's client

"Marco is a brilliant person, very fond of his job and always putting a vigorous effort into making it work. He was most productive as a business developer (although unfortunately he never formally had this title in Siosistemi), staying at the cutting edge of technology and going out to convince customers that it would be in their best interest to invest in it."

— **Mauro Cicognini**, *Sales Manager, I.NET S.p.A.*, managed Marco at Siosistemi

[Contact Marco on LinkedIn](#)