

JOHN CLARK

Mundelein, IL 60060 | 312.961.7132 | johnc Clark29@gmail.com | www.linkedin.com/in/johnclarkcyber/

CHIEF INFORMATION SECURITY OFFICER (CISO) » MANAGING DIRECTOR/LEADER OF CYBERSECURITY

GLOBAL CYBERSECURITY LEADERSHIP FOR START-UPS TO LARGE GLOBAL COMPANIES | PRACTICE LEADERSHIP
IT SECURITY STRATEGY | OPERATIONAL COMPLIANCE | PROTECTING ENTERPRISE ENVIRONMENTS | CYBER POLICIES

LEADERSHIP

Inspirational Leader
Talent Builder
Effective Communicator
Performance Manager
C-Suite & Board Partner

SECURITY

Cybersecurity
IS Risk Management
Data & Security Architecture
Network Security
Identity & Access Management
Security Operations & Delivery
Vulnerability Management
Incident Management & Response
M&A Day One Readiness

COMPLIANCE

GDPR, CCPA, PIPEDA, LGDP
FFIEC, NERC CIP, HIPAA, CPNI
ISO, NIST, CMMI
SOC1/SOC2
Sarbanes Oxley (SOX)

TECHNOLOGIES

Application Security
Cloud & Mobile Security
Agile Development/RAD
Big Data
Intrusion Protection
Internet of Things (IoT)

Collaborative and pioneering leader with decades of substantial depth and breadth of expertise in cybersecurity and data privacy leadership. Entrepreneurial practice builder and client service leader with knowledge of the latest IT thinking and threat modeling methods combined with a creative drive to succeed.

Set organization's Information Security strategic direction, development, and future growth and capabilities by building scalable teams and driving large-scale programs while using business intelligence for risk-based decision-making.

Strategic change management visionary known for actively listening to partners and teams while maintaining accountability and breaking down complex technical problems to safely exploit the power of data and technology.

Manage and build business within existing client organizations, expanding delivery of all cyber offerings and acquiring and closing new sales opportunities.

Pioneering Information Security Leadership

- ▶ Created \$30M practice from the ground up with no prior consulting experience.
- ▶ Maintained and defended 25% to 35% growth over 15-year period.

Managed Enterprise Risk and Quality Across Diverse Portfolio of Cyber Clients

- ▶ Reduced delivery and contract risk for 1.2K cybersecurity engagements with \$100M in associated annual revenue.

EXECUTIVE CAREER HISTORY

PARTNER | DELOITTE & TOUCHE, LLP – Chicago, IL | 2002 to 2020

World's largest global cybersecurity practice rated #1 by Gartner for the last 7 years.

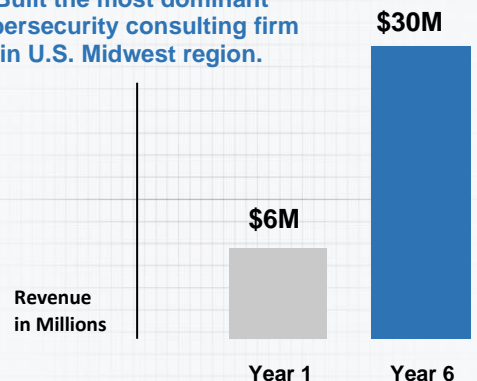
P&L to: \$25M Sales & \$10M Managed Revenue | Team to: 20 Direct & 20 Indirect Reports | Executive Project Leadership

Recruited into equity partner opportunity based on demonstrated entrepreneurial ability to grow a practice. Immediately challenged with addressing low utilization of Midwest cybersecurity practice and little-to-no market penetration in the geographical region. Mandated to grow the practice over a period of 6 years before transitioning into data protection and quality role

Transformed the Midwest cybersecurity practice through hands-on performance management and leadership.

- ▶ **Grew revenue from \$6M to \$30M in 6 years.** Led growth of practice capabilities, including security strategy, identity management services, application security, and business continuity.
- ▶ **Expanded from 2 clients to 20.** Captured Midwest market share for cybersecurity consulting services.
- ▶ Achieved recognition as **dominant cybersecurity consulting practice** across entire Midwest region.

Built the most dominant cybersecurity consulting firm in U.S. Midwest region.



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EXECUTIVE CAREER HISTORY CONTINUED...

PARTNER | DELOITTE & TOUCHE, LLP – Chicago, IL | 2002 to 2020

CYBERSECURITY STRATEGY & GOVERNANCE LEADERSHIP: Led strategy and market development for \$100M practice, focusing on IT risk, security assessment and strategy, third party risk management, and cyber risk governance.

- ▶ Spearheaded development of cybersecurity framework and delivery methodologies to support consistent, high quality, and repeatable client service with significantly reduced risk.
- ▶ Oversaw capability development, hiring strategy, and practice community development.

CYBERSECURITY & DATA PRIVACY CLIENT SERVICE PARTNER: Drove cybersecurity opportunities across diverse portfolio of clients with emphasis on priority and emerging accounts to develop new business opportunities.

- ▶ Led complex cybersecurity and data privacy engagements for Fortune 500 clients with significant contribution to transformational change across risk reduction and mitigation capabilities.
- ▶ Built cybersecurity strategy and roadmap, with annual refresh for Deloitte U.S. internal firm.
- ▶ Led cyber IT audit engagements for hundreds of Fortune 500 and large organizational clients over the last decade.

DEPUTY QUALITY & RISK MANAGEMENT – CYBERSECURITY: Oversaw risk management considerations for firm's cyber risk practice, including risk and quality review of statements of work (SOW), engagement letters, and deliverables.

- ▶ Owned quality assurance review on the most complex engagements across the U.S. and assisted with negotiation of MSAs.

DATA PROTECTION PRACTICE PARTNER: Spearheaded 34 privacy and data protection engagements for Fortune 500 clients.

- ▶ Developed firm's data encryption and key and certificate management capabilities, including strategy, business and staffing plans, methodologies, and leading go-to-market (GTM) efforts.

U.S. & GLOBAL CYBERSECURITY PRACTICE LEADER | ACCENTURE – Chicago, IL | 1993 to 2002
\$43.2B global technology business with 500K employees in 52 countries.

P&L to: \$30M Sales | Team to: 60 Direct Reports | Practice Growth Strategy & Leadership

Promoted from manager to associate partner, leading growth of the practice from the ground up and earning multiple promotions throughout tenure. Provided deep delivery and competency expertise, leading security technology strategy, architecture, and implementation engagements for broad base of clients across the U.S., Europe, and South America. Defined and executed practice growth strategy, technology partnerships, and staffing and hiring plans, with accountability for practice revenue and utilization.

- ▶ Built \$30M practice from the ground up with no prior consulting experience, starting at the manager level.
- ▶ Spearheaded creation of the Security Technology service line from the ground up as part of the firm's Global Technology Integration Services practice.

EDUCATION

Master of Science, Computer Science Telecommunications | DePaul University
Bachelor of Science, Accounting and Computer Science (double major) | Northern Illinois University

CERTIFICATIONS

Certified Information Systems Security Professional (CISSP)
Certified Cloud Security Professional (CCSP)
Certified Information Privacy Professional (CIPP)
Certified Information Systems Auditor (CISA)
Certified ISO/IEC 27001:2013 Lead Auditor
Certified Public Accountant (CPA)

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MEDIA, PRESENTATIONS, & PUBLICATIONS

Consistently deliver presentations at ISACA conferences, Illinois Institute of CPAs, and Deloitte Dbriefs. Presented to the Illinois CPA Society (250 participants) and Deloitte-sponsored event on Mergers and Acquisitions and Security/Privacy events through 2020.

MEDIA:

<https://www2.deloitte.com/us/en/pages/risk/articles/flip-side-cyber-risk-management.html>

<https://www.zdnet.com/article/information-insecurity-businesses-not-ready-for-cyber-crime-wave/> -

<https://www.darkreading.com/risk/deloitte-poll-respondents-lack-confidence-in-ability-of-private-enterprises-to-reduce-occurrence-of-cyber-crime/d/d-id/1134327>

<https://myemail.constantcontact.com/Cyber-Defense-Competition.html?soid=1111162598875&aid=TaorpJFWwhl>

<https://www.businesswire.com/news/home/20030527005133/en/Top-Global-Financial-Institutions-Sustain-External-Internal>

PUBLICATIONS/WHITE PAPERS:

<https://www2.deloitte.com/content/dam/Deloitte/us/Documents/risk/us-the-value-of-visibility-cybersecurity-risk-management-examination.pdf>

<https://www.amazon.com/NetCentric-Client-Server-Computing-Practical/dp/084939967X>

https://www.amazon.com/M-Information-Technology-Best-Practices/dp/1118617576/ref=sr_1_2?keywords=mergers+and+acquisitions+information+technology&qid=1581535228&s=books&sr=1-2

https://www.cerias.purdue.edu/news_and_events/events/securitytrends/accenture_cta_1q2001.pdf

https://www.cerias.purdue.edu/news_and_events/events/securitytrends/2002_full_security_report.pdf

ENDORSEMENTS

“John is one of the most talented people I have ever met. His depth and breadth of knowledge in cybersecurity are extensive. There are very few, if any, areas of cyber that John hasn’t helped an organization with over his illustrious career. His leadership skills are unquestionable, having led countless large teams and projects to solve complex cyber problems.”

-Daniel P. Frank, Principal at Deloitte

“John is able to take in an overwhelming amount of information and quickly lay out a strategic path to address the challenge.”

-Sharon Chand, Principal, Deloitte Cyber Risk Services

“What I most appreciate about John is his refreshing ability to calmly and creatively broker solutions that simultaneously satisfy multiple, and often disparate, stakeholders in a way that is authentic and without ego.”

-Andrea Kerner, CISA, CRISC, VP Internal Audit at Schneider National