

# KADER MOHIDEEN

Presales / Solution Architect

📍 Riyadh, KSA

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## CERTIFICATIONS

### CISSP

ISC2

### CCSP

ISC2

### CCSK V5

Cloud Security Alliance

### CCZT — Zero Trust

Cloud Security Alliance

### ECPPT V2

eLearnSecurity

### DDI Expert

Infoblox

### CDAT & CDAC 8.0

Infoblox

### AI & ML Certificate

Emeritus / IIT Madras Pravartak

### Trend Micro TP Expert

Trend Micro

### MetaDefender Suite

OPSWAT

### ITOM CMDB (MFCPE)

Microfocus

## AWARDS

### 🏆 Infoblox Expert Club Champion

Infoblox Exchange 2023

### 🏆 Zscaler ACE

October 2024

## TOOLS & TECH

- > Infoblox DDI
- > Zscaler ZIA/ZPA
- > Forcepoint DLP
- > Keysight / Ixia
- > Rapid7 / Tenable
- > Python (Learning)
- > Machine Learning
- > Data Science
- > Cloudflare
- > OPSWAT

## PROFESSIONAL SUMMARY

CISSP-certified Presales Consultant and Solution Architect with 9+ years of experience delivering cybersecurity excellence across GCC/MENA. Proven track record of achieving 200%+ of GP KPIs while closing mega deals with enterprise clients in last 5 consecutive years. Currently bridging deep cybersecurity expertise with AI/ML and Data Science, pursuing dual academic programs, with a long-term goal of architecting AI-driven security and automation solutions.

## EDUCATION

### MBA in Artificial Intelligence & Data Science (In Progress)

SRM University, Chennai

2026 – Present

### M.Sc Cloud & Enterprise Computing

Nottingham Trent University, UK

2014 – 2016

### B.Tech in Information Technology

Anna University, Chennai

2010 – 2014

## PROFESSIONAL EXPERIENCE

### Presales Consultant / Solution Architect

Starlink · Riyadh, KSA

Jan 2021 – Present

- Directed presales for Infoblox, Zscaler, Forcepoint, Trend Micro, Rapid7, OPSWAT, KeySight, and OpenText across the KSA enterprise market.
- Achieved 200% of targeted Gross Profit KPIs; closed high-value mega deals with BSF, CST, and SEC after successful POC implementations.
- Awarded Infoblox Expert Club Champion (2023) and Zscaler ACE (Oct 2024) for outstanding technical and sales performance.
- Delivered full presales lifecycle support: BOQs, RFP responses, POCs, technical demos, workshops, and C-level presentations.
- Led strategic account mapping and solution positioning across channel partner ecosystem.

### Professional Services Consultant

Starlink · Riyadh, KSA

Jan 2019 – Dec 2020

- Deployed enterprise solutions across Datacenter (Citrix ADC, SD-WAN), Endpoint (Trend Micro), Network Security (Infoblox, Forcepoint), and Database Security (IBM Guardium).
- Led DDI migrations (DNS/DHCP/IPAM) for banking and government clients, improving infrastructure reliability.
- Represented the company at Black Hat and industry events; ran partner workshops to drive channel growth.

### Cybersecurity Subject Matter Expert

Confidential Gov. Entity · Riyadh, KSA

Jan 2018 – Dec 2019

- Advised Cyber Security Directorate on multi-vendor architecture, vulnerability management, and risk registry maintenance.
- Managed SIEM monitoring and compliance reporting aligned to NCA frameworks.

## Senior Penetration Tester

Confidential · Riyadh, KSA

May 2017 – Dec 2017

- Executed application, network, and infrastructure penetration testing using Burp Suite, IBM AppScan, and Core Impact.
- Performed NCA compromise assessments using YARA rules and IOC/CVE threat intelligence.

## Penetration Tester (Level 2)

Paladion · Mumbai, India

Feb 2016 – Apr 2017

- Led application security assessments for ICICI Bank and SBI; conducted configuration audits and web/mobile/network vulnerability management.

## CERTIFICATIONS

- ◆ CISSP — ISC2
- ◆ CCSP — ISC2
- ◆ CCSK V5 + CCZT — Cloud Security Alliance
- ◆ ECPPT V2 — eLearnSecurity
- ◆ DDI Expert + CDAT + CDAC 8.0 — Infoblox
- ◆ AI & Machine Learning Certificate — Emeritus — IIT Madras Pravartak
- ◆ Trend Micro Tipping Point Expert + Advanced IPS — Trend Micro
- ◆ MetaDefender Core, Kiosk & Email Security — OPSWAT
- ◆ ITOM-Universal Discovery CMDB (MFCPE) — Microfocus

## CORE COMPETENCIES

Multi-Vendor Solution Architecture	DDI (DNS / DHCP / IPAM)	Zero Trust & Cloud Security
Presales & RFP Management	Penetration Testing	Secure Network Design
AI / ML Fundamentals	Data Science & Analytics	Machine Learning (In Progress)
NIST / NCA Compliance	Green Field Datacenter Design	Project Management