


Eran Korish

Amsterdam, North Holland, Netherlands

 erankorish@gmail.com

 +31625197699

 [linkedin.com/in/erankorish](https://www.linkedin.com/in/erankorish)

Summary

I am a cyber security expert focusing on key account relationship management, and strategic opportunity creation. With over 18 years of experience working and networking with corporate and enterprise customers in APAC and EMEA markets, I excel at building and maintaining relationships with key decision-makers.

I have extensive knowledge of computer and cyber technology and solutions and specialize in cyber security in particular. I also have significant hands-on technical experience with leading software vendors such as Palo Alto, Checkpoint, F5, Skybox Security, Portnox, CyberArk, Radware, SaaS Solutions etc.

My strengths lie in gathering market intelligence and customer feedback and working with the product management, R&D, and operations teams to improve product offerings and increase customer retention. I have a proven track record of exceeding revenue objectives; building successful, hard working sales teams; and identifying business opportunities, risks, and market trends.

I'm always interested in growing my network, so if you would like to learn more about me or simply believe I can add value to your network, please send me a connection request.

Experience

Manager, Cortex Customer Success EMEA

Cortex by Palo Alto Networks

Nov 2020 - Present (4 months +)

Sr. Customer Success Manager

Cortex by Palo Alto Networks

Jan 2020 - Nov 2020 (11 months)

Customer Success Manager

Cortex by Palo Alto Networks

Oct 2018 - Dec 2019 (1 year 3 months)

Joined Demisto in October 2018. (Demisto was acquired by Palo Alto Networks on March 2019)

Regional Sales Manager - Benelux & France

Cynet Security

Jun 2017 - Jul 2018 (1 year 2 months)

- Penetrating the Benelux and France regions.
- Selling Cynet solutions, Security assessment and audit services and cloud services.
- Developing the region – building prospects pipeline, finding the right partners and service providers,

- Focus on creating sales for SME and Enterprise customers



Cyber Solutions

Dizengoff Nigeria

Mar 2015 - May 2017 (2 years 3 months)

Dizengoff Nigeria Ltd is a subsidiary of the UK owned Balton CP Group, boasting of physical presence across Sub-Saharan Africa. It is one of the leading Communication Technology companies in Nigeria, providing customers with the best-in-class Innovative solutions in Communications Technology as well as consultancy and implementation services for first class Cyber Security.

- Planning the business strategy for the Cyber Security policy
- Managed all aspects of Dizengoff Cyber Security solutions sales
- Responsible for 110% increase in Cyber Security sales (since 2014) and for growing market presence of company's Cyber Security solutions
- Managed key accounts relationships and participated in closing strategic opportunities to exceed budget
- Leading direct sales with high profile accounts and strategic partnerships
- Established performance budget, analyzed results, and provided feedback on a continual basis, to proactively improve revenue, as well as Gross Profit
- Supervised sales and marketing manpower as well as the hiring and training of personnel
- Designed successful sales strategies from customer and market feedback
- Managed all potential sales opportunities including distribution strategies, re-seller agreements and product segmentation
- Build relationships with executives of major company accounts



Product Manager

DataGroupIT

Feb 2013 - Mar 2015 (2 years 2 months)

DataGroupIT specializes in the distribution of leading-edge IT products in the African market. Best of Breed technologies and solutions in various IT categories from IT Security/Audit and Forensic to Infrastructure and Solutions to (SOC/SIEM/Log Management, Authentication/PKI, Data Base/File Security and monitoring.

- Business development for security products in Nigeria
- Planning the Go-to-market Strategy in collaboration with the vendor and the marketing managers
- Developing and building new opportunities for new products
- Building relationships with stakeholders and decision makers in target organizations
- Work together with the partners to identify new opportunities and develop them to satisfied customer



Project Manager and Customer Relations Manager

R.T.Com

2009 - 2011 (3 years)

R.T.Com (Nigeria) is a private integration and infrastructure company who is offering services to the Federal government of Nigeria.

- Project Management: Overall responsibility for the delivery of the project with high standards and on-schedule

- Develops detailed project plans, obtains and confirms commitments, and tracks completion of tasks against the plans
- Manage, motivate and lead the project team to ensure objectives are achieved
- Organizes data from into technical options, user specifications, cost estimates and timelines
- Consistent attention to business relationships with the customers
- Managing customers expectations & troubleshooting customers issues
- Manage regular customers meetings and deal with ad-hoc consultancy

Technical experience and environment: MS-Project, Visio

Senior Sales Engineer

Crescendo Networks

Jun 2007 - Dec 2009 (2 years 7 months)

Crescendo Networks is a start-up company who developed hardware based application delivery and server's front-ending device

- Performing Pre-sale and sales activities
- Developed the APAC market for the company, and increased the sales revenue while cooperating with the sales team
- Assist, accompany and support sales personal in sales and pre-sales meeting
- Extensive field and onsite experience
- Push forward customer towards closing deals
- Transfer of technical presentations and marketing materials for customer and partners
- Performing benchmark tests against market competitors in customer environments
- Following technical leads from road shows and meetings
- Planning and performing customer's POC while achieving the right goals
- Plan, Design and Implement the company's solution
- Responsible to resolve technical problems that arise in the sales process and finding the right solution for the customer

Technical experience and environment: DNS, Cisco Products, ISA firewall, network analysis software like wire shark, windows 2008 servers, routers, SSL encryption, Spirent Avalanche, HTTP, TCP/IP, compression

Professional Services - Security Expert

Watchfire

2003 - 2005 (3 years)

- Planning and implementing the application firewall in complex customer environments
- Deliver product specific training and certification course
- Promote and represent the customer's requirements

Senior Support Engineer

Sanctum

2000 - 2003 (4 years)

- Focal point between R&D, Product management and professional services.
- Escalate customer problems to R&D and Product management.
- Maintain and expand the knowledge base of the company's products and related technologies.

- Provide R&D and Product management with field-driven feedback
- Planning, deploying and maintaining the QA and R&D lab (>50 network devices)
- Reconstruct various costumers' environments in the lab in order to reproduce end-case scenarios

Technical experience and environment: Configuring ISA proxy, configuring and maintaining IIS, installing and configuring Linux servers, Apache and Netscape web servers, application server like WebLogic and ColdFusion, load balancers like BigIP, WSD and Arrowpoint (Acquired by Cisco). Configure the lab's routers. Network analysis software like ethereal, TCP/IP, windows servers, OpenSSL, HTTP and HTML, Salesforce.com.

Education



Technion - Israel Institute of Technology

Technion Certified CISO, Computer and Information Systems Security/Information Assurance

2018 - 2019

The CISO program provides the most advanced management tools for information security managers, exposes them to a wide range of technological, business and management aspects, and the latest trends in the world of information security and risk management, while providing practical tools for the information security manager and effective and proper management of the system Enterprise security



Bar-Ilan University

Master of Business Administration (MBA), Executive MBA Program

2011 - 2012



The Academic College of Law and Science

L.LB, Law Degree

2002 - 2006

Licenses & Certifications



Technion Certified Information Security Officer - Technion - Israel Institute of Technology

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The Breakthrough Communicator - Mandel Communications, Inc.



Certified Information Security Manager (CISM) - ISACA

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Skills

TCP/IP • Key Account Growth • Key Account Relationships • Wireless • Security • Pre-sales • Information Security • Product Management • DNS • IP