

Mark Graziano

Security & Governance, Risk and Compliance (GRC)

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Professional Summary

- Over a decade of experience leading GRC teams, blending deep technical knowledge with security expertise to elevate business processes and security postures.
- Expert in pioneering automation through scripting and tooling, significantly improving process efficiency and accuracy, and demonstrating engineering-driven leadership in GRC.
- Skilled in developing strategic security roadmaps, engaging with customers and executives, and translating security initiatives into revenue-generating opportunities.

Skills

Scripting (Python, Google Apps Script, Etc.)

Automation of Security Controls

Strategic Planning in GRC

Data Security and Privacy Expertise

Team Leadership and Development

Risk Management & Mitigation

Stakeholder Communication

Project Management

Employment history

Twilio Segment | Engineering Manager, Governance, Risk and Compliance | Remote

Jul, 2021 - Present

- Grew team by 66% through internal reallocation, enhancing business focus and maintaining a 0% attrition rate, underscoring strong team building and employee satisfaction.
- Led the adoption of scalable automations in GRC tools and processes, reducing manual effort and achieving significant annual cost savings.
- Played a key role in securing over \$8M in Annual Recurring Revenue through strategic customer engagements with top-level executives (CISO/CTO).
- Spearheaded the development and management of SOC 2 Type 2 and ISO 27001, 27017 and 27018 programs, influencing over \$150M in Annual Recurring Revenue, and directed GDPR and CCPA compliance frameworks.
- Revolutionized data governance with AI-powered applications, significantly enhancing policy UX and enforcement, saving over \$300K in consulting costs, and significantly boosting sales cycle efficiency through a Security/Privacy Trust Center.

The GRC Podcast LLC | Creator & Host | www.thegrcpodcast.com

May, 2023 - Present

- Created and managed The GRC Podcast, blending technical insights with industry leadership to showcase cutting-edge GRC strategies and discussions.
- Disrupted traditional GRC perspectives by engaging top security experts on The GRC Podcast, delivering actionable strategies and establishing my reputation as a thought leader.
- Cultivated key sponsorships for The GRC Podcast, demonstrating skill in business growth and market presence enhancement.

Aptible | Security Lead | Remote

Jan, 2021 - May, 2021

- Orchestrated comprehensive risk management and compliance programs, crucial in achieving industry-leading standards and obtaining key certifications including SOC 2, ISO, and HITRUST.
- Spearheaded a comprehensive security training program, advising executive leadership and achieving a 35% reduction in security incidents, significantly enhancing risk mitigation and security practices.
- Led initiatives to mitigate data protection risks, improving organizational security posture by 30%, and collaborated with engineering for a 25% improvement in control framework automation, balancing security with efficiency.

NCC Group | Managing Principal Security Consultant | Remote

Oct, 2018 - Jan, 2021

- Managed a team of nine, driving project ARR to \$3M in the federal consulting sector, showcasing strong leadership and market adaptability.
- Directed strategic Information Security initiatives, aligning with standards like FedRAMP, DFAR, and PCI DSS, and conducted specialized cybersecurity assessments in key sectors.
- Played a pivotal role in enhancing NCC Group ScoutSuite, a Python-based multi-cloud security auditing tool, leading its development and optimization for improved efficiency and advanced security auditing capabilities.

Coalfire Systems | IT Security Consultant/Associate Security Consultant | Remote

Feb, 2015 - Oct, 2018

- Led NSIT framework-based cyber risk assessments, providing actionable insights and strategic remediation roadmaps to C-suite and Board, aligning with executive goals.
- Negotiation Expertise and Cost Savings: Expertly negotiated client fines with merchant banks, consistently saving substantial costs monthly, demonstrating strong negotiation skills and financial impact.
- Compliance Automation Leadership with CoalfireOne: Played a key role in shaping the user experience of CoalfireONE, significantly contributing to the advancement of compliance automation practices in the industry.

Booz Allen Hamilton | Associate Cyber Security Consultant | Washington, DC

Feb, 2014 - Feb, 2015

- Led a comprehensive risk assessment for the Pentagon, key to transitioning from DIACAP to the Risk Management Framework, demonstrating expertise in high-stakes government security projects.
- Provided critical Certification and Accreditation support to the U.S. Air Force, achieving multiple system accreditations and Authorization to Operate, coupled with rigorous SCAP and STIG testing.
- Assessed security protocols at Environmental Protection Agency (EPA)-managed water treatment plants in Virginia, ensuring compliance with stringent standards, showcasing versatility in diverse security environments.

Teklogic | Network Engineer I | Chesapeake, VA

May, 2013 - Feb, 2014

- Specialized in enhancing network security and managing virtualized environments, significantly contributing to network resilience and operational excellence, with a focus on risk-aware optimization.

Education

Christopher Newport University, Newport News, VA

Bachelor of Science (B.S.), Computer Engineering with a Minor in Computer Science