

# HONEST CV OF DAVID FROUD

Security is not easy, but it can be simple.

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## 1. WORK HISTORY

<https://www.linkedin.com/in/davidfroud/>

## 2. WHAT I THINK ABOUT STUFF

<https://www.davidfroud.com/>

## 3. PERSONAL

- Age: 52
- Marital Status: Married
- Children: 1
- Years in Current Career: 19

## 4. WORK STUFF I CAN DO<sup>1</sup>

- Anything related to the **PCI DSS** (10) - from ad hoc training to full Level 1 Merchant/SP Report on Compliance;
- Alignment of security program to an appropriate security framework e.g. **ISO 27001/27002**, **NIST** etc. (8) – from nothing to demonstrably ‘certification-ready’, including (but not limited to):
  - ‘Green field’ development of security program in-line with business goals (10);
  - Governance implementation (7);
  - Information Security Policy and Procedure Set (10);
  - Risk Management program (8);
  - Vulnerability management program (7);
  - Incident response and disaster recovery (7);
- Data discovery and business process mapping for **GDPR/DPA** compliance (8) – everything you need to give to the ‘lawyers’ to get you compliant;
- Work with FinTechs to ensure alignment to **PSD 2 / Open Banking** security requirements;
- Write requests for proposal (RFPs) to get the *right* services / products;
- Formal team **training** in all of the above;
- Provide significant guidance for security service/product **market alignment** efforts;

## 5. WORK STUFF I CANNOT / DO NOT WANT TO DO

- **Manage people** - I am a Director, not a Manager. I can manage people during project / program life-cycles, but not their careers / personal development etc.;
- **Hands on with technology** - While I *could* learn to implement / manage security technologies, I won't, this is for others more suited to the task;
- **Sales / Business Development** - pre-sales along with primary salesperson, yes, by myself, no;

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<sup>1</sup> The number in brackets includes a self-assessed indication of expertise; 1-10, 10 is highest)

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- **Work 9 - 5, bum-on-seat, with dress code** - hire me to get a job done, then let me get on with it in my own way;
- **Optimise** - I fix what's broken, I have no interest in baby-sitting what works;
- Anything else not specifically listed in Section 4;

## 6. PERSONALITY POSITIVES

- **Keep it Simple** - if the security program / project is complicated, it's not secure. I can simplify it;
- **Pragmatic** - I don't care what security best practice(s) say, if it's not right for your *business*, don't do it. I'll give you alternatives;
- **Creative / Innovative** - There is no one right to do anything in security, often the solution requires some out of the box thinking;
- **Sensible** - You'll get what you *need*, not [necessarily] what you *ask* for. That's my job;
- **Limitations** - I know mine (see below) and will tell you when / if they become an issue;
- **Change** - I am not attached to anything I create, there is *always* a better way;
- **Passionate** - If I care, I care deeply;
- **Decisive** - Action is everything in security, decisions must be made quickly;
- **Loyal** - I'll remain loyal to you for as long as you deserve it;
- **Humour** - Everything is funny ...eventually.

## 7. PERSONALITY NEGATIVES

- **Opinionated / Outspoken** - I have opinions, and *will* express them. To anyone;
- **Non-political** - I don't play games, and can't abide those who do;
- **Easily bored** - When bored I will find things to do, even things that aren't my job;
- **Cannot hide feelings** - If I don't like something / someone, you'll know it<sup>2</sup>;
- **Egalitarian** - You only get my respect if you deserve it, I don't care who you are;
- **Intolerant** - If you are ignorant, bigoted, or entitled I will not work with you;
- **Impatient** - I think and speak quickly and can be impatient with those who don't;
- **Anti-bureaucratic** - Cannot work against red tape;
- **Independent** - While I can work as part of a team, I prefer working alone

## 8. WORDS THAT MEAN SOMETHING TO ME

*"Those who know, do. Those that understand, teach."* - Socrates

*"You are not entitled to your opinion. You are entitled to your informed opinion. No one is entitled to be ignorant."* - Harlan Ellison

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<sup>2</sup> But I am good to play poker with!