DOUGLAS ROSSETTO

Senior Presales Engineer & Cybersecurity Architect

São Paulo, SP, Brazil | douglas.rossetto@gmail.com
linkedin.com/in/douglasrossetto | douglasrossetto.com.br

PROFESSIONAL SUMMARY

IT professional with 28 years of experience in security architecture, cybersecurity operations and infrastructure management. Specialist in the Microsoft Security Stack (Sentinel, Defender XDR, Entra ID), cloud security (AWS, Azure, GCP), SOC operations, modern security architectures (CASB, SASE, ZTNA) and digital transformation. Currently a Senior Presales Engineer at 9net IT Security, designing security solutions for enterprise clients.

3 years of international experience in London as an IT Senior Field Engineer and an MBA in Business Strategy, with a focus on translating cyber risk into business decisions for executives and boards. Currently pursuing an MBA in Cybersecurity (USP/Esalq).

CORE COMPETENCIES

- **Presales & Solution Architecture:** solution design and sizing, technical proposals, proofs of concept (PoC), vendor and distributor relationships
- **Strategic Cybersecurity:** aligning security with business goals, communicating risk to C-level executives and boards
- **Identity & Access:** IGA, PAM, Zero Trust, MFA, Conditional Access, Entra ID
- **Data Protection & AI:** encryption for regulated environments, secure use of generative AI, LGPD
- **Network & Application Security:** SASE, ZTNA, CASB, WAF, DDoS protection, EASM
- **Security Operations:** SOC, SIEM/SOAR (Microsoft Sentinel), XDR, threat detection, incident response, red team
- **Cloud:** AWS, Azure, GCP, OCI — multi-cloud and hybrid architecture
- **Automation & Monitoring:** Terraform, Ansible, Python, PowerShell, KQL, Prometheus, Zabbix
- **Governance & Frameworks:** LGPD, ISO 27001, NIST CSF, CIS Controls, ITIL v4, Scrum

PROFESSIONAL EXPERIENCE

9net IT Security

Senior Presales Engineer *Sep 2026 – Present*

- Technical presales and cybersecurity solution architecture for enterprise clients
- Design of Identity Governance and Access solutions (IGA/PAM)
- Data protection and encryption for regulated environments
- SASE, WAF and web application protection
- Security for the use of generative AI in the enterprise
- Technical proposals and proofs of concept with vendors and distributors

AKAD Seguros

Cybersecurity Specialist & Security Operations Lead *Jan 2024 – Sep 2026 (2 yrs 9 mos)*

- **Security Operations Leadership:** incident management via Microsoft Sentinel, root cause analysis and response coordination
- **Threat Detection:** operation of Microsoft Defender XDR (Endpoint, Identity and Cloud Apps) for continuous detection
- **Identity Management:** monitoring of privileged accounts via Entra ID, MFA enforcement and Conditional Access
- **Cloud Security Posture:** Azure Secure Score, security recommendations and compliance (LGPD)
- **Red Team & Assessment:** red team exercises and external attack surface reconnaissance
- **Third-Party Coordination:** evaluation and oversight of an external SOC (AYKO Tech), ensuring SLAs
- **Security Awareness:** organization-wide awareness programs
- **Technology Assessment:** modern architectures (CASB, SASE, ZTNA, EASM)

Key projects

- **Centralized SOC with Sentinel:** proactive detection, Tier-3 triage and playbook automation
- **Zero Trust + Entra ID:** identity redesign with Conditional Access and mandatory MFA
- **Cloudflare Enterprise:** multi-domain WAF with custom rules and DDoS protection

ARGO Seguros (now AKAD Seguros)

IT Solutions Architect / SRE *Jul 2021 – Jan 2024 (2 yrs 7 mos)*

- Technical leadership of infrastructure evolution alongside business development — solution design, architecture and specifications
- Coordination of third-party services and technical direction; management of support vendors (Cloud and On-Premises)
- Transformation planning and resource optimization
- SRE: reliability, toil elimination, automation and system health visibility
- Architecture for application resilience and reliability

Key projects

- **Multi-cloud transformation:** design and implementation of a hybrid AWS + Azure + GCP architecture
- **SRE automation:** infrastructure as code (Terraform), CI/CD and continuous monitoring

IBM Global Services Brasil

IT Operations / Solutions Architect and SRE *Jul 2015 – Jun 2021 (6 yrs)*

- Planning, design, documentation and implementation of projects
- Technical leadership and team mentoring; tech lead for Event Management, Monitoring and Automation
- DevOps: Continuous Monitoring (Zabbix, Prometheus, ScienceLogic)
- Multi-cloud (AWS, Azure, GCP, OCI) — team skill development
- Recognized as an IBM Recognized Teacher/Educator

IT Specialist — Subject Matter Expert (SME) *Jun 2012 – Aug 2015 (3 yrs 3 mos)*

- SME in IBM Tivoli Monitoring and Event Management — deployment and optimization for global clients
- Management of monitoring environments — problem analysis and resolution
- Team training and mentoring; project design and implementation

HP Enterprise Services & CCT Integrated Systems

Infrastructure Analyst / Support Analyst *2006 – 2012 (6 yrs)*

- Monitoring of TNG Unicenter and HP OMW/OMU environments
- Support for US clients and global technology teams
- Server farm management, upgrades and change projects
- Severity 1 incident escalation — coordination and resolution with global clients
- Monitoring platform migration from Unicenter TNG to HPOM

EDUCATION

MBA in Cybersecurity — USP/Esalq (in progress) *May 2026 – Dec 2027*

Master of Technology (MTech) – Cloud Computing — The Cloud Bootcamp *2021 – 2022*

MBA – Business Strategy — BSP – Business School São Paulo *2011 – 2013*

Bachelor's Degree in Business Administration — Centro Universitário FMU/FIAM-FAAM *1998 – 2002*

CERTIFICATIONS & RECOGNITION

- Certificate Agile Explorer
- Team Solution Design
- Defining Architectures – Level Foundation
- IBM Recognized Teacher/Educator
- Compliance as a Pillar for AKAD's Business Security and Sustainability

TALKS, PODCASTS & PUBLICATIONS

- **InsightCast by Ayko — Episode #19:** "Cybersecurity aligned with business" (in Portuguese)
- **AKAD Cast — Episode 16:** "Strategic Cybersecurity" (in Portuguese)
- **AKAD Cast:** episodes on security, behavior and general guidance; data protection and security in the insurance market
- **Talks and training:** corporate talks, training sessions and executive presentations on cybersecurity

LANGUAGES

- **Portuguese:** native
- **English:** professional / fluent (3 years working in London)

References available upon request