

Will Irace

I make stuff happen that's never happened before.

8185 SW 68th Pl
Portland, Oregon 97223

(503) 977-2528
will@irace.net
[linkedin.com/in/spblat](https://www.linkedin.com/in/spblat)

I am...

...a natural and proven leader, steeped in decades of diverse professional experience including business development, marketing, consulting, solution design, information systems security and web application development;

...an exceptional business communicator and an engaging presenter, comfortable and experienced in front of large audiences;

...a tenacious customer advocate;

...efficient, creative and unshakable in high-pressure, chaotic and dynamic environments;

...unbelievably versatile;

...and an unabashed geek, proficient with an alphabet soup of programming languages, networking protocols, architectures and doodads on any number of platforms past and present. TCP/IP. LAMP. bind/djbdns. sendmail/qmail/postfix. Iptables. HTML. CSS. XML. JavaScript. Perl. Python. Awk. Sed. Sh. Regex. C. PIC!

Professional Experience

I've held strategic roles as a business development executive and have worked as a trusted advisor to customers from the cube farm to the executive suite in Fortune 500 corporations across multiple sectors.

Fidelis Cybersecurity

2008 to present

Vice President, Technology Alliances

I identify, articulate and fulfill our company's strategic goals by cultivating and managing technology partnerships designed to make complex problems simpler for our customers. Additionally I create and deliver customer- and market-facing content and regularly speak for Fidelis: to the press, to the analyst community, to conference audiences, and to the world via our [blog](#) and our [YouTube channel](#).

Vice President, Threat Research

In my prior role at Fidelis I founded, outfitted, staffed and operated our threat research team, comprised of information security ninjas tasked with creating the knowledge that fuels Fidelis products. Today, the Fidelis Threat Research Team fulfills our company's mission to bring our customers closer to a state of justified confidence regarding their defensive posture against particularly sophisticated and dangerous online adversaries.

Senior Systems Engineer/Team Lead

As an SE I propelled our worldwide sales and business development efforts by creating innovative approaches to the webinar/demonstration/proof-of-concept technical sales process, differentiating Fidelis XPS technology for prospects, customers, partners, analysts and resellers. I worked with IBM and our other partners to create real-world solutions to customer challenges, I advised our customers on information risk strategy and I created and delivered technical training sessions for both internal and external audiences.

IBM Internet Security Systems

2001 to 2008

Senior Solutions Architect

At Internet Security Systems I planned, demonstrated, deployed, tuned and tested Intrusion Prevention, Network Monitoring, Vulnerability Management and Enterprise Reporting solutions for customers, in both pre- and post-sales contexts, driving both direct and channel transactions. I was regularly a featured speaker representing IBM at events and conferences, covering topics ranging from data leakage prevention to XML security and the evolving threat posed by online adversaries.

Earlier at ISS I delivered information security assessments, penetration testing engagements and security strategy workshops for our customers, and created internal tools and processes for improving the efficiency and effectiveness of our professional services practice.

JumpCut, Inc.

2000 to 2001

Senior Producer

I established and outfitted a 15,000 square foot online production studio in Hollywood for this New York-based startup. We produced—among a variety of other online attractions—the longest live webcast in history.

Www.com, Inc. / Onair.com, Inc. / Codec.com, Inc.

1999 to 2000

Vice President, Operations

I designed, built, and automated a first-of-its kind, large-scale multimedia encoding facility at this streaming-media startup. Prior to taking on this project I established our chat and live event production infrastructure and produced live webcast events from music venues around Hollywood and Southern California.

iXL, Inc.

1999

Director of Production

At iXL I increased our studio's event production capacity by 300% within 3 months and managed a production team of fifteen producers, engineers and production assistants. We booked and delivered dozens of live, celebrity-driven Internet broadcasts and chats per week for high-profile clients like Yahoo!, WebMD, Frito-Lay, Excite! and Warehouse Music. Somewhere I still have interview footage we produced featuring such celebrities as Weird Al, Adam Sandler and Busta Rhymes.

The Grammy Awards

1995 to 1999

Online Services Manager

At the Recording Academy I launched and produced www.grammy.com, in addition to a variety of multimedia products on CD-ROM and on the web. I also produced Internet events including the Grammy Webcast, a pioneering week-long live Internet event in partnership with IBM.

I also held an IT role at the Recording Academy, developing and implementing Information Systems strategies, procedures and support systems for our Santa Monica headquarters and 14 member services chapters, including servers and e-mail systems, LAN, Internet connectivity, remote access and security.

California State University, Northridge

1993 to 1995

Residential Computing Coordinator, Assistant Resident Director

While attending CSUN I designed, launched and led "Residential Computing Resources," a still-thriving student service providing residential computer labs, in-dorm Internet access and technology training for campus residents. I hired, trained and supervised our team of student consultants.

Prior to that I was a Resident Advisor in the dorms, and later led a team of RAs. Additionally I served on the campus emergency response and disaster recovery team following the 1994 Northridge Earthquake.

W. M. Keck Observatory, Mauna Kea, Hawaii

1990 to 1992

Software Aide

The twin telescopes of Keck Observatory are the world's largest, situated at an elevation of 13,796 feet in one of the most beautiful and unusual places on Earth. During the observatory's design and construction I created and documented a suite of automated testing processes for the software team, and restructured the telescope's altitude/azimuth pointing system software. I also created data analysis, ray tracing and data visualization software for the project's scientists and engineers.

Education

California State University, Northridge

- Bachelor's Degree in Music Industry Studies.
- Dean's list.