Victor Bessa Ribeiro

CISSP · AI Governance & Security Executive · AI-Orchestrated Security · Threat Intelligence

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Brasília, DF, Brazil | Open to relocation / Remote

EXECUTIVE SUMMARY

CISSP-certified Security Executive and AI-orchestrated SOC pioneer, built and commercially launched Zerum Titan, one of Brazil's first LLM-native threat intelligence platforms, cutting MTTD 60% and operational costs 85% across 5 enterprise clients. ISO 27001/42001 Lead Auditor with board-level GRC advisory experience and a track record of turning security investment into measurable revenue. Targeting Director of Security / Head of Cybersecurity / CISO roles in high-growth technology or critical infrastructure environments.

CORE COMPETENCIES

EXECUTIVE LEADERSHIP

Security Strategy · Board Reporting · Executive Advisory · Budget & P&L Ownership · Roadmap Development · Security Product Strategy & Commercialization

GRC & COMPLIANCE

ISO 27001 · ISO 42001 · LGPD/GDPR · NIST CSF/AI RMF · SGSI Committee Chair · Cyber Risk Quantification · Third-Party Risk

SECURITY OPERATIONS & AI

Threat Intelligence Platforms · LLM Orchestration · AI-Driven Detection · SOAR Automation · SOC Engineering · Incident Response · Detection Engineering

TECHNOLOGY STACK

SIEM (IBM QRadar, Elastic) · NDR (Zerum Lynx) · Cloud Security (AWS, Azure) · MISP / OpenCTI · DevSecOps · Zero Trust Architecture · LGPD Data Engineering

PROFESSIONAL EXPERIENCE

Head of Cybersecurity Innovation

Sep 2024 – Present

Zerum IT | AI-Native Cybersecurity MSP | 51–200 staff | Gov & Enterprise | Brasília, Brazil

- **Strategic Leadership:** Serve as primary security advisor to the CEO; own the security innovation roadmap, define go/no-go criteria and KPIs for all experiments, and manage $150K annual security innovation budget across platform, research, and tooling.
- **Platform Launch:** Led cross-functional team of 8+ (Product, Engineering, SOC, Legal, Sales) to deliver Zerum Titan from prototype to commercial adoption in 6 months, achieving **60% MTTD reduction** (Q2–Q4 2025 vs. prior year) across 5 clients — establishing Zerum IT's first recurring SaaS security revenue stream.
- **Cost Optimization:** Engineered **85% cost reduction** ($43,200 annually) through strategic vendor consolidation and in-house tooling development, freeing budget for accelerated AI R&D.
- **GRC Transformation:** Drove Zerum IT's first formal GRC initiative—influenced C-suite adoption of an enterprise governance framework and led organization-wide ISO 27001 / ISO 27701 / LGPD certification program. Presented multi-year compliance roadmap to board, securing full executive sponsorship and budget.
- **SGSI Committee Chair:** Chairs monthly security governance meetings, coordinating cross-departmental initiatives and delivering security posture metrics to executive leadership and board members.
- **AI Innovation:** Pioneered LLM orchestration frameworks to automate detection workflows and executive reporting — enabling a shift from reactive alert triage to proactive threat hunting; one of the first commercial AI-orchestrated SOC deployments in the Brazilian market.
- **Product Strategy:** Evaluated global threat intelligence market gaps and directed Zerum Titan's roadmap toward supply chain risk monitoring and AI-driven preemptive detection capabilities.

SOC Senior Analyst

Aug 2022 – Sep 2024

Zerum IT | AI-Native Cybersecurity MSP | 51–200 staff | Gov & Enterprise | Brasília, Brazil

- **Scale Achievement:** Scaled Security Operations (IBM QRadar SIEM + Zerum Lynx NDR) to **230,000 endpoints** across 5 enterprise and government customers, establishing comprehensive multi-tenant monitoring.
- **Operational Efficiency:** Reduced analyst investigation time **40%** by deploying automated detection playbooks and custom SIEM dashboards, eliminating **100%** of recurring known-benign events and cutting false positive volume — freeing the team to focus exclusively on high-fidelity threat hunting.
- **Ransomware Prevention:** Detected active ransomware campaign during early reconnaissance via anomalous behavioral analysis (UEBA); coordinated full containment across security and IT teams within **2 hours**, preventing encryption of a sensitive government network with projected recovery costs exceeding **$2M** (per post-incident impact assessment). Developed hardened detection rules and playbooks from the post-mortem.
- **Threat Hunting Lead:** Maintained zero critical breach events across 230K-endpoint multi-tenant environment over 2 years

through proactive threat hunting and detection methods; ensured alignment with ISO 27001 and NIST CSF requirements.
- **Capability Building:** Authored the SOC's enhanced detection playbook library (40+ custom detection rules) and onboarded 2 junior analysts, institutionalizing threat hunting methodology that remained the operational standard after promotion to Head of Innovation.

System Administrator (Security-Focused)
Jan 2022 – May 2022

IAFIS Group | Biometrics, Security & Forensics Technology | 100+ staff | Brasília, Brazil

- Bridge role while transitioning into SOC engineering. Hardened Windows and Linux environments for classified material handling; administered secure routing, access controls, and validated disaster recovery procedures for mission-critical government systems.

GRC Consultant & Agile Lead
Sep 2021 – Dec 2021

Quantum Leap | Hard-Tech & Deep-Tech Product Innovation Company | 11–50 staff | Contract

- **ISO Certification:** Steered organization through the final phase of ISO 27001 certification — identified and remediated 3 outstanding non-compliances, securing a successful external audit on the first attempt.
- **IoT Security & Compliance:** Oversaw secure firmware architecture and end-to-end GDPR/LGPD data compliance for the Nommo smart water pump — a B2C IoT product launched at Web Summit 2021, ensuring consumer data protection across the full hardware-to-cloud stack.

IT Infrastructure Technician, Level 2
Oct 2019 – Sep 2021

CTIS / SONDA | Brazil's Largest Federal IT Outsourcing Provider | 5,000+ staff | Brasília, Brazil

- **Federal Infrastructure:** Delivered secure IT infrastructure support across 30+ federal government offices (TJDFT & MAPA), enforcing strict security controls over judiciary process data and maintaining compliance with federal security mandates.
- **Operational Scale:** Managed endpoint security and incident triage across 1,000+ workstations in high-compliance judicial and agricultural ministry environments — developing the security operations fundamentals that accelerated progression into SOC engineering.

KEY ACHIEVEMENTS

- **First AI-Orchestrated SOC in Brazil (2025):** Zerum Titan became one of the first commercially deployed AI-native threat intelligence platforms in the Brazilian market, aggregating open, commercial, and internal sources into a single orchestrated response engine now protecting 230,000+ endpoints across 5 clients and achieved ROI in less than a year.
- **Ransomware Prevention - $2M+ Averted (2023):** Sole analyst to identify and contain an active government ransomware campaign within 2 hours, preventing encryption of classified infrastructure. Post-incident playbooks adopted organization-wide.
- **IoT Security at Web Summit Lisbon (2021):** Delivered GDPR/LGPD-compliant security architecture for a B2C IoT product launched internationally, demonstrating cross-domain security design from firmware to cloud data pipelines.

CERTIFICATIONS & CREDENTIALS

- **CISSP** - Certified Information Systems Security Professional — $(ISC)^2$ | ID: 1453157 | May 2025
- **ISO/IEC 42001:2023 Lead Auditor** — AI Management Systems | Mastermind | ID: 2GIHB22EWJ | Jan 2026
- **ISO/IEC 27001:2022 Lead Auditor** — Mastermind | ID: 8KBIUEQPUU | Jun 2025
- **OCI Generative AI Professional** — Oracle | ID: 100308138OCI25GAIOCP | Nov 2025
- **ISO 9001 / ISO 20000 Associate** — Skillfront | Jun 2021
- **CISM** - Certified Information Security Manager — ISACA | Candidate - Exam scheduled Oct 2026 *(in progress)*
- **Public Speaking Professional Certificate** — Toastmasters International | Jul 2025

LANGUAGES

Portuguese (Native) | English (C2 – Fluent) | German (B2 – Intermediate) | Spanish (B1) | French (A2)

EDUCATION

B.Sc. in Computer Science
2022

Universidade de Brasília (UnB), Brazil