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# Liviu-Mihai Popescu

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About me: With 20+ years of experience in IT combined with business consulting, risk management and people management, I worked in various roles as technology consultant, security consultant to leading teams in organizational structures of different sizes. I delivered multiple international projects in Australia, UK, Spain, Italy, France, Switzerland, Czech Republic, Slovakia, Romania, and remote for companies that needed to improve their IT and security posture. I use problem-solving to bring innovative, high impact solutions enabled by technology and automation.

I worked in the past 10+ years with innovative technologies in cloud, IoT, private cloud, architected hybrid / multi-cloud solutions and managed large engineering initiatives including AI enabled with efficient cybersecurity. Gained experience and certifications with AWS, Azure, GCP and other technology vendors: AWS Certified Solutions Architect Professional, AWS Security Specialty Professional, AWS DevOps Professional, Microsoft Azure Cloud Architect, ITIL Foundation v3 IT Infrastructure Library, SABSA F1/F2 Certified Security Architect, Certified Information Security Auditor CISA, Certified Information Security Manager CISM and maintained ISACA membership since 2004. Worked in multiple countries to deliver consulting client projects to design, prioritize and implement large programs or initiatives, lowering the risk and enabling innovation.

Passionate about enabling benefits of Cloud, IoT, Analytics, Artificial Intelligence, Automation and Cybersecurity as instruments in a larger landscape, I'm focused on creating everyday value for people, serving them with actionable knowledge on technology and leveraging smart solutions to help the community in a responsible, sustainable way. Innovative, results-oriented, capable of working with C-level business stakeholders and technology teams, I drive the design and manage the implementation of new ideas to increase productivity, efficiency and balance technology benefits with risks while keeping the focus on business objectives, responsibility, and sustainability.

## WORK EXPERIENCE

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04/2020 – CURRENT – Bucharest, Romania / Sibiu, Romania / Multiple international locations for client on-site consulting and workshops / London, UK / Frankfurt, Germany / Kronberg, Germany / Rome, Italy /

### Cloud and Infrastructure Security EMEA Lead – ACCENTURE

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#### Activities & Responsibilities:

- Delivered Cloud and Infrastructure Security Advisory and Consulting Projects across EMEA to multiple clients to adopt cloud and emerging technologies with confidence. Worked with highly specialized cloud architects and large enterprises to build secure landing zones, integrated cloud native or with third party solutions to deliver quality cloud and infrastructure security implementations and enable platforms that deliver responsible AI.
- Business development with multiple client workshops to new clients and propose new projects across EMEA: delivered very high business growth for multiple years in a row, 2.5x better than the market average.
- Faculty trainer and course designer for a scalable Cloud Security Fundamentals School and Cloud Security Fundamental Workshop that was delivered in a training program designed by me to more than 1000 people globally.
- Cloud and Infrastructure Security EMEA practice lead and community lead for 400+ specialists in Europe.
- Go-To-Market Lead with Cloud and Infrastructure Security key vendors including Palo Alto Networks across EMEA with focus on 7 key markets across Europe, Middle East, and Africa.

#### Projects delivered:

- **DevSecOps Architect and Zero Trust Advisory for Cloud Migration Project - Large Global Resources:** Designed and deployed a Cloud and Container Security Architecture, implement CNAPP solution with Palo Alto Prisma Cloud to protect multi-cloud accounts and the workloads deployed in containers in a large global company. Advised on updating the DevSecOps pipeline to shift security left and lead the implementation.
- **Cloud and DevSecOps Architect for Cloud Security Engineering Project - Large Global Bank:** Designed and implemented a framework with preventive security controls to shift left in the DevOps pipeline, automate as much as possible, and reduce the administrative overhead associated with too many alerts and security incidents. Developed and implemented multiple guardrails with cloud native capabilities of GCP and extended to

multi-cloud implementations with Prisma Cloud tool from Palo Alto Networks. Implemented a framework of controls for enabling Responsible AI based on cloud platforms.

- **Multi-Cloud Security Architect and Zero Trust Architect Lead for Workload Migration to AWS, Azure, GCP and Managed Infrastructure Operations Project - Large Global Technology Company:** Developed and implemented the Security controls for a large multi-cloud security migration for a global technology company with AWS, Azure and Google clouds. Work with multi-cloud third party solutions for Cloud Security Posture Management with Prisma Cloud, Container Security with Prisma Cloud Compute, guardrails design for cloud native and terraform infrastructure as code, implementation and checking with multiple teams. Provide recommendations for DevSecOps improvements to speed up remediation process, recommendations for responsible AI implementation and stakeholder communication.
- **AWS Cloud Security Architect for Secure Cloud Landing Zone in AWS, Design and Implementation Project - Large Global Products:** Responsible to implement the new AWS Cloud Landing Zone of a large global company in the manufacturing industry to enable research and development activities, with recommendations for development of a responsible AI framework. Developed the design and executed the hands-on implementation with a distributed international team with a new developed DevOps pipeline with Security controls automatic deployment, and implemented the new DevSecOps approach in AWS.

#### Technologies and Methodologies:

- Technology Architecture, Hybrid Cloud / Multi-Cloud Architecture
- Zero Trust Framework Advisory
- Cloud Security Reference Architecture
- Secure Cloud Express GTM EMEA
- Application Security Integration
- Responsible AI
- Palo Alto Networks
- Partner Go-To-Market EMEA
- Amazon Web Services (AWS)
- Microsoft Azure Cloud
- Google Cloud Platform (GCP)

12/2016 – 03/2020 – Bucharest, Romania / Prague, Czech Republic / Madrid, Spain / London, UK / Multiple international locations for client on-site consulting

## Technology Offering Development Senior Manager – ACCENTURE

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#### Activities & Responsibilities:

- Managed innovation initiatives on Security Architecture, Security and Risk Management projects for Cyber Security Offering Development in a global team connected to multiple time zones as Senior Manager, in project-based engagements.
- Led large business development activities globally.
- Designed and implemented consulting initiatives, deploying new AWS Services to secure landing zones to Products and Financial Services companies.
- Developed and led multiple teams of 20 people globally distributed.
- Business development activities for the global Cybersecurity practice.
- Delivered multiple client advisory and consulting projects.

#### Projects delivered:

- **Cyber Resilience Architect for SOC transformation with Cloud, IT and OT components Project - Accenture Security Cybersecurity Operational Resilience Experience:** Developed, deployed use cases and blueprints for monitoring the Cloud, IT and OT integrated components. Built reusable and quickly deployed a consulting engagement to develop a roadmap to prioritize findings.
- **DevSecOps Engineering Manager for Microsoft Azure Security Framework and Policy Automation Project - Large Global Resources:** Developed and delivered the Microsoft Azure Security Framework and Policy Automation for a Large Resources Company. This was one of the first global projects where we pioneered the implementation of deployment of a set of new policies packaged with automation for automatic remediation using a DevOps pipeline dedicated to this activity. We made it repeatable, faster, and better quality. The Cloud Service Provider worked with our global team to co-develop and include learnings in the Microsoft Azure platform development. Developed trainings and got certified on the Microsoft Azure Cloud platform.

- **Sales and Solutioning Architect for AWS, Azure and Google Cloud Security Business Development - Offering Development for Technology, Security and Operations Global Practice:** Developed the Extended Enterprise Security Framework with focus on Cloud Security and differentiators. Led the development efforts with a multi-cloud, edge integrated capability and hands-on configuration of the environment with AWS, Microsoft Azure and Google Cloud Platform (GCP). Provided and run the POC, evaluations, and research activities to demonstrate differentiated offerings, provided trainings for new emerging technologies. Participated in global Business Development activities, client workshops, and development of Thought Leadership content.

Technologies and Methodologies:

- VMWare Private Cloud Infrastructure
- Containers - Docker, Kubernetes, PANW Prisma Cloud Compute
- Network Security Solutions: Palo Alto Networks, Illumio
- Amazon Web Services AWS Solutions Architect Professional, AWS Security Specialist
- Microsoft Azure Public Cloud Architecture
- Google Cloud Platform GCP Architecture
- Artificial Intelligence and Responsible AI
- Palo Alto Networks Prisma Cloud Enterprise
- Cloud Security Posture Management (CSPM)
- Cloud Workload Protection Platform (CWPP)
- Cloud Security Remediation – Cloud Native

09/2012 – 11/2016 – Bucharest, Romania / Zurich, Switzerland / Prague, Czech Republic / Brno, Czech Republic / Bratislava, Slovakia / Milan, Italy / Madrid, Spain / Kuwait, Kuwait / Chicago, US / Multiple international locations for client on-site consulting and workshops

## Information Technology Consulting Manager – ACCENTURE

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Key Tasks and Responsibilities

- Delivered multiple client advisory and consulting projects with focus on Technology Architecture, Change Management, Security and Risk Management in various industries: Resources, Energy, Telecom, Financial Services, Products
- Business development activities for the Europe Technology Consulting practice.
- Established and led a team of 10 people.

Projects delivered:

- **Security Architect for Risk Management Framework Project** - Large Bank in Czech Republic / East Europe: Delivered a Risk Management framework and implemented specific business cases for Data Center Consolidation and Disaster Recovery Planning with high efficiency gains.
- **Area Deployment Manager for a Customer Relationship Management Project** - Large Pharma in EMEA: As area Deployment Manager, I coordinated the execution of CRM deployment plan in Europe, manage the log of gaps, risks, actions, issues, and decisions. We setup a governance structure with central teams and local teams to track the progress and status of local activities. Managed with 2 direct reports the PMO with client project teams and coordinated the execution of business deployment and technical deployment activities in 10 countries.
- **Business Resiliency Architect for Transition Project** - Large Telecom in Switzerland: As Business Resiliency Architect, led the BCP stream during a transition of operations project, developed the new processes in Business Continuity area, defined the Risk Assessment, Business Continuity Plans, gathered information, reviewed with the client, developed Training approach and Test approaches, held workshops and trained the client teams to deploy the new processes on Business Continuity across 10 business domains.

Technologies and Methodologies:

- Cloud and Cyber Security Architecture
- Network Security, Infrastructure Security, Application Security, DevOps
- Analytics and Reporting
- Team Leadership, Technical Leadership
- Multi-Cloud Security, Microsoft Azure, Amazon Web Services (AWS)
- Innovation Management, Business Resilience, BCDR
- Information Security Management, Cybersecurity Maturity Framework

04/2007 – 08/2012 – Bucharest, Romania / Zurich, Switzerland / Prague, Czech Republic / Brno, Czech Republic / Bratislava, Slovakia / Milan, Italy / Madrid, Spain / Kuwait, Kuwait / Chicago, US / Multiple international locations for client on-site consulting and workshops

## Information Technology Consultant – ACCENTURE

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### Responsibilities

- Delivered multiple client projects and coordinated multi-stream streams activities in multiple locations in EMEA.
- Developed and led a team of 10 people: business analysts, and consultants.
- Supported business development activities in East Europe, including the creation of the business case for the go to market approach for consulting in Romania market to large local enterprises and subsidiaries.

### Projects delivered:

- **Business Resiliency Architect for Transition Project - Large Telecom in Switzerland:** As Business Resiliency Architect, led the Business Continuity Planning BCP stream during a transition of operations project, developed the new processes in Business Continuity and Disaster Recovery area, defined the Risk Assessment, Business Impact Assessment, Business Continuity Plans, gathered information, reviewed with the client, developed Training approach and Test approaches, held workshops and trained the client teams to deploy the new processes on Business Continuity across 10 business domains.
- **Security Architect for Risk Management Framework Project - Large Bank in Czech Republic / East Europe:** Delivered a Risk Management framework and implemented specific business cases for Data Center Consolidation and Disaster Recovery Planning with high efficiency gains.
- **Business Processes Architect for Processes Analysis and Design Project - Large Utilities in Europe:** Organized the governance and information gathering exercises on the existing processes on marketing, sales and customer service. Leveraged the existing client internal resources and a new methodology to describe the TO BE processes for the new CRM (level 1 and level 2) including process map, process description, organizational impact, KPIs and gap analysis, perform the software comparison presentation and manage tight timeline and delivery to client.
- **Software Selection of a new CRM solution - Large Utilities in Europe:** Run the information gathering, design and roadmap for a large Energy company. Performed an assessment of the CRM current situation, designed, and validated the TO BE processes with process owners, performed the activities for the software selection of a new CRM as a packaged solution with multiple vendors.

### Technologies and Methodologies:

- Business Analysis, Software selection process, POC implementation
- Business Continuity Planning, Disaster Recovery Planning
- Energy High Performance Business Process Model
- -SABSA F1/F2 Certified Security Architect, -Certified Technology Architect
- Analytics, Intelligent Automation, Reporting
- Infrastructure Management, Infrastructure Security
- Cybersecurity Maturity Framework, ISO 27001, NIST
- -ITIL Foundation v3 - IT Infrastructure Library
- -CISA, CISM certified - ISACA member since 2004

10/2006 – 03/2007 – Melbourne, Australia / Bratislava, Slovakia / Multiple international locations for client consulting

## Information Technology Consultant – ACCENTURE

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### Activities & Responsibilities

- Delivered a consulting project as Technology Consultant in multiple locations in Europe and Australia for a large Resources enterprise.
- Developed a central unit for the project handling the Technology Architecture, Change Management and leveraging the consulting methodology for Analysis, Design, Development, Testing, Deployment, Operations activities coordinated with the client, with focus on deployment.
- Improved the global collaboration and communication by implementing new processes and for status tracking and issue management.

- Supported the deployment of the new software releases in different countries globally (Australia, UK, Europe) with extensive travel.
- Overnight availability to Australia and setup of the follow the sun model for permanence.

Projects delivered:

- **Technology Architecture and ERP Deployment – Large Global Resources:** Delivered a consulting project as Technology Consultant to coordinate the deployment of an ERP in multiple locations in Europe and Australia for a large Resources Enterprise.

Technologies and Methodologies:

- Requirements gathering.
- Technical Architecture.
- Distributed Application Design.
- Software Development with ASP.NET, JavaScript.
- Static Application Security Testing
- Dynamic Application Security Testing
- Penetration Testing Coordination
- Identity and Access Management integration
- Deployment methods.
- Rollout planning and coordination.
- Budget forecasting
- Project management

07/2003 – 09/2006 – Bucharest, Romania

## Software Development Team Lead – ASTRA

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Activities & Responsibilities

- Delivered software development and deployment of custom components and specific features of an in-house built CRM.
- Implemented a custom business intelligence reporting mechanism using SQL queries to analyze data
- Developed reporting and analytics to support faster and better business decisions.
- Team lead of a small team with significant business impact to extract the key performance metrics
- Developed a deployment approach to automate and scale the software delivery to 200 sites.
- Core modules were written using Microsoft.NET Technology with ASP.NET as application engine, Java, PHP, Crystal Reports components, SQL Server as database engine and frontend web application with JavaScript.
- Design of the Disaster Recovery site.
- Data replication design and implementation.
- Performed data integrity check for distributed sites.
- Implementation of a reporting engine.
- Implementation of OLAP analytics engine.
- Deployment of custom reports and pivot reports.

Projects delivered:

- **Software Development – Insurance:** software development and deployment of custom components of an in-house built CRM, with Analytics, key performance indicators definition and reporting. Configuration of data replication, network cybersecurity, backup & recovery procedures, disaster recovery site implementation.

Technologies and Methodologies:

- Requirements gathering
- Software development with ASP.NET, JavaScript, SQL, VBScript
- XML, Web Services, SOAP protocols in client and server, API integration,
- Analytics and Report development
- Cybersecurity, resilience in a distributed environment, API security
- Network security management TCP/IP, UDP, IPSEC, HTTP, HTTPS, SMTP, SNMP
- Active Directory

## EDUCATION AND TRAINING

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2005 - 2008

**EXECUTIVE MBA – Conservatoire National des Arts et Metiers, Institut International du Management, Paris, France**

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2005 - 2008

**EXECUTIVE MASTER OF BUSINESS ADMINISTRATION – INDE, Academy of Economic Studies, Bucharest, Romania**

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2003 - 2004

**Master Intelligent Systems – Polytechnic University of Bucharest, Romania**

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1998 - 2003

**Master's Degree, Computer Science and Automation Control Engineer – Polytechnic University of Bucharest, Romania.**

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2022

**AWS Certified Solutions Architect Professional – Amazon Web Services Training**

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2022

**AWS Certified DevOps Engineer Professional – Amazon Web Services Training and Certification**

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2021

**AWS Certified Security – Specialty – Amazon Web Services Training and Certification**

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2011

**Certified Information Security Manager® (CISM) – ISACA**

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2007

**Certified Information Security Auditor® (CISA) – ISACA**

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2018

## Architecting Microsoft Azure Solutions – Microsoft

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2018

## Architecting Microsoft Azure Infrastructure Solutions – Microsoft

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2009

## ITIL v3 Foundation for IT Service Management– Hewlett-Packard Company

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2004 - 2006

## Teaching Assistant for Control Systems, Advanced Intelligent Automation and Robotics with Romanian, English, and French – Polyethnic University Bucharest, Romania

Focused on new methods for optimization enabled with Machine Learning and Artificial Intelligence algorithms.

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## LANGUAGE SKILLS

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Mother tongue: Romanian

Other languages: English (C2)

French (C1)

Italian (B2)

German (A2)

## ORGANISATIONAL SKILLS

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### Organizational skills and competences

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- Business Analysis
- Software Vendor Selection
- Process Design
- Change Management
- Training Program Management
- Deployment Planning
- Management Consulting
- Capability Development
- Digital Innovation and Transformation
- Responsible AI
- Vendor Management
- Budget planning and management
- Project Management and Program Management

## TECHNICAL SKILLS AND COMPETENCES

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### Technical skills and competences

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This senior consultant has strong experience in all the below mentioned technologies and tools:

- IT Strategy, Multi-Cloud Architecture, Technology Architecture
- Business Continuity Management, Disaster Recovery Planning
- ISO standards 27001, ISMS, NIST, Compliance and Sovereign Cloud Key Requirements
- Data Center Infrastructure, Private and Hybrid Cloud
- Data Center Consolidation
- Security Governance, Risk and Compliance
- Security Framework Design and Implementation
- Zero Trust Framework,
- Cybersecurity Advisory, Security Architecture, Design, Development, Implementation and Operations
- Cloud Security, AWS / Azure / GCP Security,
- Hybrid / Multi-Cloud Security Architecture, and Implementation
- DevOps / DevSecOps Implementation
- Software Development and Application Security, OWASP top 10, vulnerability management
- Data Analytics
- Business Intelligence
- Artificial Intelligence
- Responsible AI
- Data Protection, DLP, Encryption, Secrets Management, Public Key Infrastructure, Authentication
- Infrastructure Security, Network Security, IAM integration, Cyber Monitoring, Web application firewalls
- DoD Zero Trust Framework