

Julien CASSIGNOL

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French citizen

## CUSTOMER SUCCESS MANAGER

### Work experience

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2019 - Now

***Customer Success Manager - Alsid***

<http://www.alsid.com/>

Ensuring proper adoption of Alsid's solutions at customers. Tendering to customers and monitoring their usage to drive innovation.

2017 - 2019

***Pre-Sales Solutions Architect - Balabit/One Identity***

<http://www.oneidentity.com/>

Technical Sales Engineer in the French Presales team working on Balabit & One Identity Security products, specialised on the IAM segment of the portfolio.

2015 - 2017

***IAM Pre-Sales Solutions Architect - IBM***

<http://www.ibm.com/>

Technical Sales Engineer in the French Presales team working on IBM Security products, specialised on the IAM segment of the portfolio, with an emphasis on IBM Security Identity Governance and Intelligence (IGI).

2013 - 2015

***EMEA Pre-Sales Solutions Architect - Dell Software Group***

<http://software.dell.com/>

Solutions Architect in the EMEA Presales team working on Dell Software (formerly Quest) security products, especially on Dell One Identity Manager.

2011 - 2013

***Security Principal Consultant - Oracle France***

<http://www.oracle.com/>

Specialized in IAM, security architecture and technical integration of security software on the basis of Oracle's products.

2010 - 2011

***IT Security Senior Consultant - Logica Business Consulting***

<http://www.logica.com/>

Specialized in IAM, SIEM and technical integration of security software.

Architecture, conception and integration of a global security platform (Identity and Access Management, Identity Federation, Web Single Sign-On, SOA Security) for a major French bank, based on IBM's Tivoli Suite and Datapower, for users using smartphones, web-based and Flex-based applications.

2009 - 2010

***Project Manager - Bearstech***

<http://www.bearstech.com/>

Project Management on Hackable:1, a GNU/Linux distribution for embedded devices, related to the Gnome Mobile initiative.

2007 - 2009

***IAM Security Consultant / Project Manager - Imelios***

<http://www.imelios.com/>

Identity and Access Management systems integration. Conception and development of provisioning connectors for Oracle's IAM suite : Active Directory accounts provisioning, Lotus Notes, specific existing systems reconciliation.

- 2006 - 2007      ***Engineer - Klee Intégration***  
<http://www.kleegroup.com/>  
 J2EE development on Apache/Tomcat, for AgrEgée, a software intended to manage the works done on French heritage, for the French ministry of culture. Analysis and conception of the financial management system and the monitoring tool of the works, according to new regulations (LOLF).
- 2005              ***Project Manager - Consultencia***  
<http://www.consultencia.com/>  
 Conception and realization of an open-source development UI based on Eclipse (SWT) for the Webfacing platform, along with IBM : object modelization of the descriptive RPG/DSPF grammar, WYSIWYG representation of terminal screens, scripting automatization.
- 2002 - 2005      ***Developer - Various companies***  
<http://www.viviertechologie.com/> - <http://www.games-fed.com/>  
 Conception, analysis, and writing of both software and websites.

## Education

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- 2005-2007      ***Engineer Diploma at Ecole Nationale Supérieure des Télécommunications (ENST / Télécom ParisTech)***  
 Specialized in Network and Security : deployment policies, architectures conception, sizing.
- 2001-2005      ***IT Masters (with Honors), IT French Licence and DEUG MIAS at Université Paris VII Denis Diderot.***  
 Specialized in development : Java (J2EE/J2SE), system architecture, system development (POSIX), distributed algorithms.
- Juin 2001        ***French scientific Baccalauréat at Institut Saint Joseph, Aude.***

## Skills

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- Languages
  - English, fluent. TOEFL : 657/677.
  - Spanish, european B2 level.
  - French, native speaker.
- Security
  - Cipherring, cryptosystems, PKI System (policies and deployment) and network (IPSEC, SSL, mobile networks).
  - Identity management, workflows specification, provisioning (Sun IDM, Oracle IM, One IM).
  - Access Management and SSO (Tivoli AM, Ping Federate, Oracle AM, Cloud Access Manager), Identity Federation (Tivoli Federated Identity Manager, OpenSSO), Fine-grained Authorization (Tivoli Security Policy Manager).
  - Privileged Account Management (Safeguard & PSM).
  - SIEM & logging : log level definition, reports conception (RSA Envision, HP ArcSight, syslog-ng).
- IT
  - C/C++, Java/JSP, J2EE, Perl, Python, PHP, SQL and PL/SQL, OCaml, VB 6.0.
  - System and Network administration (Linux/xBSD). Command of the main GNU and development tools: vim, make, sed/awk, Eclipse, CVS/SVN/GIT, etc.

## Interests

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Music (guitar). Reading (History, Science Fiction...). Writing.  
 Squash, and homebrewing.