

DAVID E. RAMAZETTI

DIRECTOR OF SECURITY SERVICES

Cybersecurity Solutions Engineer & Advisor — Presales | Architecture | GRC

Zero Trust · SASE · Cloud · Endpoint · Data & AI/LLM Security

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PROFESSIONAL SUMMARY

Cybersecurity leader and solutions engineer with 25+ years architecting and selling security across endpoint, network, cloud, and data domains. Director of Security Services at Novacoast, advising CISOs and technology leaders on Zero Trust, SASE, EDR/XDR, and cloud security. Pairs deep technical architecture with presales execution — demos, POCs, SOW/RFP authoring, platform selection, and tool consolidation — plus GRC and risk-assessment depth.

CORE EXPERTISE

Security Domains: Zero Trust, SASE, EDR/XDR, DLP & Data Security, Cloud Security (CASB/CNAPP), Network Security & Segmentation, NGFW, IAM, SIEM/SOAR, GRC & Risk Assessment

Platforms & Vendors: Check Point, Palo Alto Networks, Netskope, Okta, Splunk, Forescout, Symantec/Broadcom, OpenText (Micro Focus), Microsoft, Cisco, VMware, AWS, Azure

Automation & Languages: Python, PowerShell, BASH, SQL

Presales & Delivery: Solution architecture, demos & POCs, SOW/RFP authoring, security assessments, executive advisory

PROFESSIONAL EXPERIENCE

Novacoast Inc.

Santa Barbara, CA · May 2014 – Present

Director of Security Services

Jan 2018 – Present

- Advise CISOs and senior technology leaders on enterprise security strategy aligned to business risk; lead architecture engagements across multiple industries.
- Direct Zero Trust transformation programs spanning identity, endpoint, network segmentation, and data protection; consolidate fragmented tooling into unified platforms.
- Lead presales for major engagements — scoping, demos, POCs, SOWs, RFP responses, and executive briefings; oversee large-scale EDR/XDR rollouts and hybrid/multi-cloud security architecture.

Senior Engineer

Jan 2016 – Jan 2018

- Designed enterprise security architectures integrating endpoint, network, and cloud platforms while modernizing legacy infrastructure toward Zero Trust.
- Led cloud security for AWS and Azure; architected segmentation, next-gen firewalls, and secure remote access; supported SOC/SIEM modernization and built Python/PowerShell automation for security operations.

Engineer IV

May 2014 – Jan 2016

- Designed the largest Symantec System Recovery (SSR) deployment in North America — 30+ global sites and 14,000+ shop-floor endpoints for a global manufacturer.
- Migrated 1,500+ network devices from Cisco ACS v4.2 to v5.x in one-quarter of the scoped time, moving to a device-specific model; delivered endpoint management and automation across Symantec, NetIQ, and Cisco.

XCEND Group — Senior Security Architect

Huntington Beach, CA · Oct 2008 – May 2014

- Senior security architect and presales technical lead across the engagement lifecycle — assessment through implementation; led demos, POCs, DLP and malicious-activity risk assessments, and authored statements of work.
- Delivered an end-to-end Symantec DLP 12.x program protecting data in use, at rest, and in motion; stood up the client's incident-response team and defined data-leakage criteria.
- Redesigned a distributed Symantec Endpoint Protection deployment for a global nonprofit (50+ managers, 25,000+ endpoints) into a centrally managed, highly available failover architecture, significantly reducing network overhead and WAN bandwidth via local and global update providers.

XCEND Group — Senior Technical Solutions Consultant

Dearborn Heights, MI · May 2005 – Oct 2008

- Lead consultant and project manager on implementations from under 1,000 to 10,000+ nodes across Symantec, Tripwire, Savant, Microsoft, Cisco, and Check Point, plus vulnerability-assessment services across North America.
- Built an all-Linux monitoring solution (Symantec Monitor Solution 7.x, 350+ servers) with custom BASH scripts; deployed server imaging across a 10,000+ server farm (Windows + VMware ESXi) using iLO/Lights-Out and custom Active Directory membership scripts.

Metaldyne LLC — Senior Network & Security Architect

Plymouth, MI · Sep 2001 – May 2005

- Led all network and security projects for a 4,500-employee automotive supplier; designed, implemented, and provided Tier 3 support across 35 plants and 3 data centers.
- Saved \$60K/yr by insourcing firewall management; cut Microsoft licensing \$150K and Dell client imaging \$25K annually via Altiris; migrated 80% of the corporate network (100% of campus Layer 2) to a single-vendor Extreme Networks managed environment.

CERTIFICATIONS

Check Point Harmony SASE — Technical & Sales Specialist (2025) · Palo Alto Networks PSE — SASE Professional (2025) · Check Point Maestro Expert (2024) · Okta Activate (2023) · Splunk Accredited Sales Engineer I (2022) · OpenText/Micro Focus CyberRes Certified Presales Engineer — Data Security, SDM & File Analysis (2022) · Netskope Cloud Security Admin (2021) · Check Point CloudGuard Pre-Sales (2021) · Forescout Accredited Engineer (2022) · Symantec DLP 15.5 Specialist (2021)

Foundational: CompTIA Security+ · Cisco CCNA · EC-Council CEH · ITIL Foundation · VMware VCP

EDUCATION & HONORS

Bachelor of Science, Computer Science — University of Michigan–Dearborn · 3.6 GPA

Honors: Symantec Knight — Symantec (2017) · Consultant of the Year — XCEND Group (2007, 2008, 2012)