

I lead teams to exceptional results as a technical sales leader with experience in the public sector and enterprise sales with large financial customers such as JPM Chase, Citibank, Capital One, and Goldman Sachs. I possess expertise in cybersecurity, fintech, cyber insurance, and AI, and my leadership style combines coaching, pacesetter, and creating a vision for all. I have international experience living and working in the UAE, providing cyber training products and services to government agencies. My educational background includes an MBA, and I am currently pursuing a Master's in Legal Studies with a concentration in compliance and contracts.

**Senior Director, Head of Public Sector Sales, OPSWAT Inc.**

Washington D.C.

Jan. 2018 – Present

Responsibilities:

- Led a team of eight direct reports, managing a P&L center with 10+ staff members.
- Oversee sales across U.S. Federal Government, including DoD and Federal Civilian Markets, State and Local Education, and the Canadian Government.
- Set budgets and sales forecasts for the sector, targeting \$22M in ARR across FedCiv, DoD, Intel, Law Enforcement, and SLED markets with 120% NDR in 2023.
- Develop and implement revenue strategies through channels, direct engagement, technology partnerships, and systems integrators.
- Obtain and manage government contract vehicles; GSA IT Schedule 70 contract, SEWP, NETCENTS, SLSA, OMNIA, and other contracts while ensuring federal acquisition regulations compliance.
- Initiate and manage the Facilities Security Clearance initial process as Facility Security Officer.
- Collaborate with the product management team and CEO to prioritize product enhancements for federal customers, such as IPv6, CDM APL, and TLS 1.2+ support.
- Initiate marketing and executive marketing activities for each government patch, including chairing well-attended webinars with distinguished guest speakers, such as the former CTOs of the DIA and CIA.

Achievements:

- 2023: Obtained FedRAMP Readiness for Cloud Products, led vision for public sector landing page, collaborated with Customer Success Team to build CSM Managers for PubSec, and coordinated marketing and PR initiatives for webinars and conference speakers.
- 2022: Led public sector sales to meet revenue targets, managing four direct reports and overseeing sales development, channels, field events, and sales engineers for public sector strategy.

*Michael Hylton*  
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*Technical Sales Leader | MBA*

- 2021: President's Club Winner.
- 2020: Surpassed sales quota.
- 2019: Closed 119% of the sales plan.
- 2018: Scaled federal business development, exceeded sales plan by closing nearly \$1M in new business, and retained a customer base of \$4M+.

**VP, Sales, NowSecure**

Washington D.C.

Mar. 2014 – Oct. 2017

Responsibilities:

- Generate revenue in F100, federal, and intelligence community verticals for mobile security and digital forensics startup.
- Write technical blog posts about the federal market.
- Identify and negotiate with service providers to use NowSecure products for 3rd party customer engagements.

Achievements:

- I booked the initial orders in government and secured over \$8M+ in aggregate revenue in products and services during my tenure.

**Account Manager, US Government, Fixmo Inc.**

Washington D.C.

Feb. 2012 – March 2014

Responsibilities:

- Manage account base including Federal Civilian, DoD, Intel, and F500 in financial, energy, and healthcare verticals.
- Led the USDA, DISA, CareFirst, Secret Service, Executive Office of The President, and White House Communication Agency awards.
- Penetrate new markets and customer accounts to promote a highly technical enterprise mobile security solution from a 50-person startup.

**Mobile Cyber Security Team Manager, Lead Associate, Booz Allen Hamilton**

Herndon, VA

Aug. 2010 - Feb. 2012

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Responsibilities:

- Directly managed five direct reports and profitability on client engagements and project delivery.
- Provide financial, technical, and career guidance for six full-time employees.
- Managed multi-million investment in creating the firm's mobile services catalog and establishing expertise.

Achievements:

- Recipient of Booz Allen's Innovation Award 2012.

**Federal Technical Account Manager, Research in Motion**

Washington DC

Aug. 2008 – Aug. 2010

**Various Technical Leadership and Product Management Roles in Federal Contracting**

Washington DC

June. 1998- Aug. 2008

Responsibilities:

- Directly manage several people on multiple projects at financial and project execution levels.

## Education and Professional Development

- Executive Coaching for Leadership Development, Arden Coaching, June 2022, 9 months
  - Developed advanced leadership skills in strategic planning, team building, and communication.
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- Wake Forest University School of Law, Candidate
  - Master of Studies in Law, Business, and Cyber Focus, Expected in 2023
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- George Mason University, Arlington, VA
  - Executive Masters in Business Administration (M.B.A.), Class Cohort Representative, Nominated (2x) to give the business school commencement speech
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- George Mason University, Fairfax, VA
  - B.S. Management

## **Certifications**

- CEH - Certified Ethical Hacker
- SABSA Chartered Security Architect – Foundation Certificate (SCF)
- ITIL® Foundation - IT Service Management Certification