

PUNITHA KUMAR

Senior Sales Engineer | Enterprise Cybersecurity Pre-Sales | META Region

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PROFESSIONAL SUMMARY

Senior Pre-Sales Engineer with 12+ years of experience architecting and winning complex enterprise and government cybersecurity deals across the META region. Proven track record leading technical discovery, PoV/PoC programs, and RFP/RFI responses that displace legacy firewalls, secure web gateways, and VDI environments in Favor of modern, prevention-first architectures. Deep hands-on expertise spanning NGFW and firewall technologies (Forcepoint, Check Point, Palo Alto), Web and Email Security, DLP/DSPM/CASB, Citrix VDI, and Zero Trust Network Access, with a consultative style that translates technical architecture into ROI, risk reduction, and compliance value for CISOs and C-level stakeholders. Experienced enabling channel partners and distributors to scale technical wins independently across regional enterprise and public-sector accounts.

CORE COMPETENCIES

Pre-Sales Leadership: Technical Discovery, Solution Architecture, PoV/PoC Design & Delivery, RFP/RFI/RFQ Response, Competitive Displacement Strategy

Network & Web Security: NGFW, Secure Web Gateway (SWG) & Proxy Architecture (PAC Files, Explicit/Transparent Proxy), SSL/TLS Decryption & Inspection, Firewall Technologies (Check Point, Palo Alto, Forcepoint), Email Security, DLP, CASB, DSPM

Virtual Desktop & Endpoint: Citrix ADC/NetScaler, Citrix Virtual Apps & Desktops (VDI), Ivanti UEM & Neurons

Zero Trust, Identity & Cloud: ZTNA, SAML/OIDC Authentication, Cloud Security (Azure, AWS), Identity & Access Fundamentals

Stakeholder Engagement: CISO & C-Level Advisory, Channel Partner & GSI Enablement, Government & Regulated-Sector Accounts

Compliance & Frameworks: ISO 27001, PCI DSS, Vulnerability Management (Nessus)

PROFESSIONAL EXPERIENCE

Senior Pre-Sales Engineer - Mindware Technology Trading LLC, Dubai, UAE | 2019 - *Present*

- Own the technical win for enterprise and government accounts across the META region - leading discovery, solution architecture, competitive positioning, and PoV/PoC delivery for multi-vendor cybersecurity opportunities.
- Serve as SME for the Forcepoint portfolio (NGFW, Web Security, Email Security, DLP, DSPM, CASB, ONE), owning solution architecture, market positioning, and competitive differentiation against legacy SWG, firewall, and DLP vendors.
- Design and troubleshoot proxy architectures (PAC files, explicit and transparent deployment), SSL/TLS decryption and inspection, and SAML/OIDC-based authentication integrations as part of Forcepoint Web Security and NGFW POCs and production rollouts.
- Extended technical evaluation and RFP scope beyond Forcepoint to Citrix (ADC/NetScaler, Virtual Apps & Desktops/VDI), Ivanti (UEM, Neurons), and Proofpoint (Email Security, TAP) for regional enterprise and government accounts.
- Translate complex security architecture into business value narratives - ROI, risk reduction, and compliance alignment - for stakeholders from technical administrators to C-level executives.
- Partner with internal and vendor sales teams on customer engagements, technical workshops, demos, POCs, RFPs, and solution presentations to progress opportunities to close.
- Deliver end-to-end professional services - solution design, implementation, optimization, and post-deployment support - in fast-paced, customer-centric environments.
- Proactively identify technical and operational issues, perform root-cause analysis, and deliver scalable remediation strategies while mentoring junior technical team members.

Information System Consultant - Emaar Technologies, UAE (GBM Payroll) | Mar 2017 - Aug 2019

- Proposed and designed technical solutions and PoC prototypes addressing customer business and security requirements, supporting opportunity progression and revenue generation.

- Delivered product demonstrations and technical presentations for prospective customers via virtual and on-site engagements, in direct support of sales leadership.
- Acted as SME in technical solution design and architecture for Forcepoint, Check Point, Palo Alto, Proofpoint, Splunk, Pulse Secure, and Trend Micro - covering firewall, DLP, and security analytics evaluations.
- Participated in RFI/RFP responses, bid coordination, prospect qualification, technical discovery, requirements gathering, and solution design.

Pre-Sales Security Consultant - Inflow Technologies Pvt Ltd, India | Oct **2015** - **Feb 2017**

- Led design and presentation of end-to-end cybersecurity solutions - architectures, PoCs, and prototypes aligned to business, security, and compliance needs.
- Owned the full pre-sales lifecycle: opportunity qualification, technical discovery, solution positioning, proposals, and RFI/RFP/RFQ responses.
- SME in solution architecture and pre-sales across Forcepoint, Check Point, McAfee, FireEye, A10 Networks, Palo Alto, RSA, SonicWall, and Juniper - covering next-generation firewall, IPS, and network security evaluations.
- Partnered with account managers, channel partners, and professional services teams for smooth handoff from solution design to delivery.

Technical Presales Engineer - Foresight Software Solutions, India | Jul **2014** - **Sep 2015**

- Partnered with the Business Development Manager to drive pre-sales activities and opportunity progression on assigned accounts.
- Aligned proposed security solutions to customer technical and business requirements as customer-facing Sales Engineer.
- Collaborated with VAD technical account managers on deal registration and progression through PoC to closure.
- Engaged vendor teams on RFP/RFI responses and supported bid participation and deal closures.

Information Technology Support Engineer - PowerTech LLC, India | Jun **2013** - **Jun 2014**

- Delivered implementation, migration, support, and troubleshooting across firewalls, proxy, endpoint, VPN, cloud apps, and DLP via ServiceNow.
- Performed vulnerability scans (Nessus) and PCI DSS / ISO 27001-aligned risk assessments and reporting.
- Managed scheduled implementations, upgrades, and migrations with proper change control (CRFs/POAs).

KEY POC ENGAGEMENTS & CLIENT HIGHLIGHTS

- Mohamed Bin Zayed Al Nahyan Private Office (MBZO), UAE - Forcepoint Web Security and DLP
- Amiri Diwan, UAE - Forcepoint Email Security
- APNA Bank, Pakistan - Forcepoint Email Security
- Gulf Air, Bahrain - Forcepoint NGFW, SD-WAN
- RAKEZ, UAE - Forcepoint DLP
- KATIM, UAE - Forcepoint Cloud Web Security
- Emirates Flight Catering (EKFC), UAE - Forcepoint DLP and DSPM
- Abu Dhabi Accountability Authority (ADAA), UAE - Forcepoint Web Security, DLP, and Data Classification
- UAE Accountability Authority (UAEAA), UAE - Forcepoint Web Security, DLP, and Data Classification
- Taif Municipality, KSA - Forcepoint NGFW
- Oman Arab Bank, Oman - Forcepoint Web Security, DLP, and Advanced Malware Detection and Protection (AMDP)
- Designed and led NGFW migration from Sophos to Forcepoint for Yusuf Bin Ahmed Kanoo Group, Bahrain and UAE
- Shoba Realty, UAE - Forcepoint DLP, ONE, Web Security, and CASB
- Dubai Sports Council, UAE - Forcepoint Web Security and ZTNA

Specific deal sizes and win-rate metrics available for discussion at interview.

CERTIFICATIONS

- Certified Ethical Hacker (CEH v9)
- Forcepoint Certified Maverick SE (NGFW, DLP, Web)
- Forcepoint DSPM Deploy and Professional

- Certified Forcepoint DLP Administrator, Web Security Administrator, ONE Administrator, NGFW Administrator and Engineer
- Accredited Services Partner (ASP) Program Certified for NGFW
- Check Point Certified Security Administrator (CCSA) & Security Engineer (CCSE)
- AWS Solutions Architect - Associate
- AZ-500 Security Engineer; Microsoft Security, Compliance, and Identity Fundamentals
- Barracuda Load Balancer/ADC, Email Gateway, WAF & Web Security Gateway
- Google Workspace and Cloud Sales Credentials

TECHNICAL ENVIRONMENT

- Forcepoint (Web Security, DLP, ONE, DSPM, CASB, NGFW/SD-WAN, Data Classification, Email Security)
- Check Point Firewalls (CCSA/CCSE) • Palo Alto • Barracuda (Web/Email Security, Load Balancer, WAF)
- Proofpoint (TAP, Email Protection) • Citrix ADC/NetScaler & Virtual Apps and Desktops • Ivanti (UEM, Neurons)
- Mimecast • ZTNA • Azure • AWS • Splunk • Pulse Secure • Trend Micro • SonicWall • Juniper • McAfee • FireEye
- RSA • A10 Networks • Nessus

EDUCATION

Bachelor of Computer Applications - Sathya Jyothi College, Periyar Maniammai University, India (2009 - 2012)

LANGUAGES

English, Kannada, Tamil, Hindi