

CHRISTOPHER A. HAZLETT

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CYBERSECURITY ACCOUNT EXECUTIVE | SAAS, CLOUD, AND RISK SOLUTIONS

Sales leader with a record of scaling brands, optimizing data systems, and managing enterprise accounts across manufacturing, financial, and technology sectors. Recognized for translating technical processes into commercial outcomes and for leading with structure, compliance, and credibility.

Now focused on cybersecurity sales—where risk management, accuracy, and process discipline drive long-term success. Backed by Security+ certification and in-progress CySA+ and SOC-level training to strengthen technical and security fluency.

CORE STRENGTHS & VALUE TO CYBERSECURITY SALES

My career combines **sales execution, data systems, and regulatory precision**, the same foundation needed to succeed in cybersecurity sales.

- **Consultative Selling with Measurable Results:** Proven ability to identify business pain points, quantify value, and drive multi-stakeholder agreements—mirroring how security platforms are positioned around ROI and risk reduction.
- **Operational and Compliance Discipline:** Experience selling in regulated environments has built the accuracy and documentation rigor demanded in security-conscious enterprises.
- **Technical & Data Literacy:** Hands-on familiarity with Splunk, Wireshark, ERP/CRM systems, and basic scripting enables credible dialogue with IT and SecOps buyers.
- **Enablement & Training Leadership:** Trained and enabled an existing independent rep network on Spray-X programs and GTM playbooks, developing scalable field enablement similar to partner/channel structures in cybersecurity.
- **Process-Driven Growth:** Designed forecasting and retention systems modeled after SaaS operations, aligning directly with pipeline, ARR, and customer-success metrics used in modern cybersecurity GTM teams.

CERTIFICATIONS & TECHNICAL READINESS

- **CompTIA Security+** — Active through 2028
- **CompTIA CySA+** — In Progress (Target: November 2025)
- **Cybersecurity Bootcamp – NJIT (2024)** — Labs: Splunk, Wireshark, Nmap, Threat Analysis, Incident Response
- **TryHackMe SOC Level 1** — In Progress
- **Technical Tools:** Splunk | Wireshark | Nmap | Python (Basic) | Power BI | Salesforce | Epicor ERP | SAP | Asana | Notion

Selected Projects (GitHub: cahazlett)

- **Home-Network Security Architecture:** Demonstrates **risk assessment and Zero Trust implementation** by designing VLAN segmentation and firewall isolation for IoT and guest networks.
- **WiFi/Bluetooth Diagnostic Utility:** Shows **data analysis and automation skill** through Python scripts that parse logs to detect security or performance anomalies.

EDUCATION & PROFESSIONAL DEVELOPMENT

Cybersecurity Bootcamp — NJ Institute of Technology (2024)

Continuing Studies: Salesforce Reporting & RevOps Analytics | Cloud Infrastructure | Zero Trust Frameworks | AI-Driven Prospecting

Workshops: Data-Driven Sales Strategy | Leadership | Risk Awareness in SaaS Environments

PROFESSIONAL EXPERIENCE

TECHNICAL CHEMICAL COMPANY (SPRAY-X BRAND) — *National Sales Manager* | 4/2016–6/2025 | Remote (NJ)

Expanded a regional brand into a national player, securing and managing five major retail and industrial programs with Walmart, Amazon, Safelite AutoGlass, O'Reilly Auto, and AutoZone. This achievement demonstrates the ability to execute complex, multi-threaded sales cycles identical in structure to cybersecurity solution selling.

- **Modernized CRM infrastructure** by migrating data and analytics into secure, cloud-based dashboards, improving accessibility, forecasting accuracy, and compliance visibility.
- **Improved pricing accuracy and margin visibility by 40 %** through ERP (Epicor/SAP) and CRM integration—reflecting data-driven decision-making expected in SaaS and cybersecurity GTM.
- **Trained and enabled an existing nationwide independent manufacturers' rep network** on Spray-X programs and GTM playbooks, raising field consistency and execution quality.
- **Built digital onboarding and KPI dashboards** modeled after SaaS enablement frameworks, creating measurable adoption and renewal tracking systems.
- **Collaborated with R&D, operations, and compliance** to align technical and regulatory product specifications with customer requirements.

BANK OF AMERICA / MERRILL EDGE — *Relationship Banker (Series 7 & 65)* | 3/2015–3/2016 | West Hartford, CT

Drove portfolio growth within strict compliance boundaries, a discipline directly transferable to risk-based, trust-driven cybersecurity sales.

- Applied structured discovery methods to uncover client needs and quantify long-term value.
- Partnered with advisors to design integrated banking, lending, and investment strategies—experience parallel to managing multi-department security evaluations.
- Led CRM accuracy initiatives that improved audit readiness and data integrity.

CHASE BANK — *Licensed Banker (Series 6, 63, Life/Health)* | 10/2011–11/2014 | Chicago, IL

Consistently exceeded revenue and retention goals through disciplined pipeline management and follow-up cadence.

- Created retention playbooks that improved repeat product adoption—precursor to SaaS renewal frameworks.
- Maintained top compliance and accuracy scores across multiple quarters.

CHARTER ONE BANK — *Personal Banker* | 2/2009–9/2011 | Oak Lawn, IL

Ranked among top regional performers by using structured needs-assessment conversations to convert service interactions into revenue opportunities—a direct analog to cybersecurity discovery calls.

2B GLOBAL — *Account Manager* | 5/2004–8/2008 | Mesa, AZ

Expanded OEM and distribution revenue by combining technical training with relationship-driven selling.

- Delivered product demos and workshops that increased distributor engagement.
- Implemented CRM-based forecasting systems, forming the basis for later RevOps and SaaS data practices.

CAREER POSITIONING STATEMENT

Across every role, I've built measurable and repeatable systems that turn complex operations into predictable revenue. That precision and discipline, combined with technical literacy and proven sales execution, translate directly to cybersecurity sales where risk management, accuracy, and credibility build customer trust.