

Dr Konstantinos (Kostas) Papapanagiotou

82, Pontou str
Athens, 11527
Greece

Tel: +30 6981238900
conpap@gmail.com
[LinkedIn Profile](#)

Professional Experience

11/2017 – now: Senior Manager, Cyber Security Solutions at OTE SA, and

11/2014 – 11/2017: Manager, ICT Security Sales at OTE SA, in charge of the following:

- Lead the sales activity and business development for the Cyber Security Services that OTE provides to corporate customers.
- Develop strategic activities in the area of cyber security for enterprise and large customers in the private and public sector.
- Lead the entire sales cycle of large and strategic engagements with high profile customers.
- Design complex solutions and the security architecture for large projects in the public and private sector.
- Coordinate a large number of internal teams and partners to manage and deliver complex projects to enterprise customers.
- Manage and expand relationships with vendors and partners.
- Introduce new products and solutions to OTE Cyber Security portfolio.
- Member of the Deutsche Telekom cyber security taskforce, aiming to provide harmonized cyber security solutions at a Pan-European level.
- Design and implement marketing activities in the area of cyber security.
- Crisis management following significant, state-level cyber security incidents.

12/2012 – 11/2014: Information Security Solutions Manager at VoiceNet SA, member of OTE Group, in charge of the following:

- Leading the design and implementation of OTE Security Operation Center (SOC) and Security Services Portfolio and products such as Managed UTM, DDoS Protection, etc.
- Leading the pre-sales activity, conducting management-level and technical presentations of integrated information security solutions.
- Managing delivery of OTE's information security services, including consulting services, implementation of security solutions and managed security services.
- Managing the technical team of information security consultants.
- Leading application security engagements (mainly penetration testing and secure development training).
- Managing relationships with vendors and partners.

11/2008 – 12/2012: Member of the Executive Committee & Information Security Risk Management Services Manager at Syntax IT Inc., in charge of the following:

- Managing the technical team of information security consultants
- Lead the pre-sales team and participate in meetings with clients, conducting high level and technical presentation of products and consulting services.
- Developing strategic consulting opportunities in Advisory and Consulting Services.
- Developing, delivery and management of Application Security Services portfolio including, penetration testing, code review, training and SDLC consulting services.
- Leading large and high profile engagements by managing entire consulting process steps including pre- and post-sales support, analysis, planning, design and implementation to provide solutions tailored to the client's business strategy and IT needs.
- Acting as Project Manager for large and high profile engagements in Greece, Cyprus, Balkans and the Middle East.

8/2007 – 8/2008: Private at the **Research and Informatics Corps of the Hellenic Army**, in charge of the following:

- Security Policy enforcement for IT users
- IT Support and Network Administration

2002 – 2008: Information Security Consultant and Contractor. Major projects include the following:

- Researcher for project PASO (**PKI Applications and Security for OTE**). The goal of the project was to implement a pilot PKI platform for OTE, Greece's biggest telco. My role included compliance with Greek and EU regulations and also initial set up of the platform.
- **ISO 27001 Gap Analysis** for UTELIT Ltd major clients.
- **Security administrator** for Safenet SA.
- **Security Design and Hardening** of Large Scale Networks for Safenet SA major clients.
- **Vulnerability Assessment**, application security assessment, application security design and Information Security Strategy Services for various customers.
- **IT Consultant** for SMB during the course of the GoOnline Program

Volunteer Experience

2004 – now: OWASP Greek Chapter Leader (Volunteer), in charge of the following tasks:

- **Promoting web application security** and OWASP tools and methodologies in Greece.
- **Organizer and General Chair of the OWASP AppSec Research 2012**, one of the 5 global, annual conferences organized by OWASP with more than 40 speakers and 300 attendees.
- **Google Summer of Code Organization Administrator and Mentor since 2014**, responsible for more than 30 students and 40 mentors.
- Participation as a **speaker in several conferences and workshops** in order to promote OWASP and web application security.
- **Organize and deliver regular OWASP meetings and practical training workshops** focusing on OWASP tools and methodologies.
- **Project Leader** of the OWASP Hackademic Challenges Project and the OWASP Academy Project, which aims to promote collaboration between OWASP and universities.

Education

2008: PhD in Trust Architectures for Mobile Ad-Hoc Networks, University of Athens, Greece.

2004: MSc in Information Security with Distinction, Royal Holloway, University of London, UK.

2003: BSc in Informatics and Telecommunications, University of Athens, Greece

Scientific, Teaching and Research Activity

- **Adjunct Lecturer** at the Hellenic American University since 2013, responsible for designing the Information Security Management Concentration in the MSIT course and delivering all relevant courses.
- **Adjunct Lecturer** at the Department of Informatics and Telecommunications, University of Athens for the Postgraduate "Information Systems Security" course from 2009-2014.
- **Adjunct Lecturer** at the University of Piraeus, Digital Systems Department, "Software Security" course for 2010.
- **Dissertation Supervisor** for more than 20 undergraduate and postgraduate theses on advanced information security topics.
- **Author of 11 scientific papers** published in international conference proceedings and journals. These papers have received more than 30 citations.
- **Editor & Reviewer** for numerous international conferences and journals (IEEE, ACM, Elsevier, etc.).

- **Member of the Organizing and Scientific Committee** of numerous international conferences.
- **Member of the E-Business Forum Working Group IA4** “Preparatory Actions for the Creation of a Greek CERT”.
- **Member of the Scientific Organizing Committee** of the 1st Greek Cyber Defense Exercise (PANOPTIS).

Languages

Greek: native | English: fluent | French: conversant

Certifications and Memberships

- **ITIL v3** Foundation.
- **ISACA** Cybersecurity Nexus (**CSX**) **Fundamentals** certificate
- (ISC)2 Certified Information Systems Security Professional (**CISSP**). (expired)
- Member of **ISACA, OWASP**.
- Founding Member of Institute of Information Security Professionals (**IISP**).

Technical Expertise

- Risk and vulnerability assessment and analysis.
- Legal and regulatory compliance (including ISO 27001, GDPR, PCI DSS, etc.).
- Data Loss Prevention and Encryption (Symantec).
- Security Event Log Management and Correlation (Symantec, RSA).
- Endpoint Protection (Symantec).
- Critical System Protection and hardening (Symantec).
- Compliance enforcement and monitoring (Symantec).
- Application Security.
- Web Application Firewall (ModSecurity)
- Mobile security and mobile device management.
- Network security, e-mail and web protection (Symantec, Check Point, Fortinet)
- Denial of Service Protection and Mitigation (Arbor).

Other Interests

- Wine tasting and gastronomy.
- Field hockey (former member of the Greek national team).