

Bruce Hubbert

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EXPERIENCE

AirMagnet, Inc. (a division of Fluke Networks)

June 2003 – Present

Leader in wireless intrusion prevention, WLAN analysis, VOIP-over-WLAN analysis and security systems

Systems Engineer – Western USA, Principal Systems Engineer – Western USA, Principal Systems Engineer – APAC

- Technical lead for AirMagnet's top producing national and international sales regions. Contributed to 17x growth in overall company revenue. Also supported selected national and International accounts.
- Changed regions to APAC in 2008 and managed Technical projects for the entire region (India, Thailand, Malaysia, Singapore, Australia, New Zealand, Taiwan, China, Japan, and South Korea).
- Closed many of company's largest accounts including Visa, Hewlett Packard, Microsoft, Barclays Global Investors, Kaiser Permanente, Disney, Network Appliance, Cedars Sinai Medical Center, Smart City Networks and Naval Postgraduate School
- Pre and post-sales technical lead for Western U.S sales region, Pacific Rim channel partners and APAC customers
- Supports customers and prospects on all products via online and in-person product demonstrations; wireless site surveys; wireless IPS deployments; security sweeps for wireless vulnerabilities
- Conducts frequent seminars and webinars globally on security, diagnostics, connectivity and performance
- Debug and solve complex 802.11 a/b/g/n and VoWLAN implementation issues
- Primary SE input to R&D and Product Management
- Represent company to [press](#), [media](#) and [television](#)
- AirMagnet was acquired by [Fluke Networks](#) in September of 2009

Captus Networks, Inc.

June 2001 – June 2003

Providers of comprehensive intrusion prevention solutions for enterprises, ISP's, government agencies and universities

Systems Engineer / Sales Engineer

- Primary pre and post sales technical resource in the western USA and abroad; top producing region for 8 quarters
- Provided expert in-depth analysis of customer needs for network architecture, configuration, design, and security
- Technical spokesman and education; extensive presentations and technical demonstrations; taught [Denial of Service prevention](#) classes for SANS, ISSA, ISACA, HTCIA and MIS Training Institute

Cybertrust (Verizon Business. Formerly [TruSecure](#), [Vigilinx](#), & [IFSec](#))

Oct 1997– March 2001

Global information security specialists and trailblazers in information security

Operations Director - Vigilinx

- Created and ran West Coast operations including hiring, budget, office space, hardware and infrastructure
- Created and implemented regional business plan

Consulting Manager – IFSec, Vigilinx

- Managed large-scale technical projects of 3 to 10 individuals; wrote statements of work and project proposals
- Projects included secure network architecture design, network configuration, security appliance configuration, and OS/software solutions; conducted extensive security surveys, policy recommendations and penetrations tests
- Clients in USA and abroad: Viacom, The New York Times, Dow Jones /WSJ.com, State of Connecticut, Hilton Hotels International, AT&T, Goodyear, Sony, Time Warner, Crum and Forester Insurance, Swiss Reinsurance, New York Life

IT/Telecomm Director - IFSec

- Designed, implemented, managed and maintained secure and stable production networks and systems

I-3 Telecom, Inc.

May 1994 -April 1997

Pioneering custom web development shop and business-centric ISP

Director of Technology, Webmaster

- Managed programmers and website development teams for Internet development projects; cross platform system administrator (Windows 3.11, 95, NT; SunOS; Solaris; MacOS); on-site and telephone technical support
- Clients included IBM, Intel, The Washington Post Co, Casio, Disney Online/Jim Henson Productions, NBC, Time Inc., American Express, The Associated Press, True North / Foote Cone Belding, McCann-Erickson, BBDO

MEDIA RELATIONS AND COMPANY SPOKESMAN

Represent AirMagnet to business and technical press with coverage in [Washington Post](#), [New York Times](#), [Wireless Week](#), [The IEEE](#), [EE Times](#), [Information Week](#).

- Featured in History Channel segment called "[Tactical to Practical](#)" on network privacy, intrusion and theft of personal information
- Appeared on ABC News "[Business Now](#)" discussing wireless security risks and precautions
- Speaker/Trainer at many Security and Wireless specific seminars including SANS, ISSA, ISACA, HTCIA and MIS Training Institute



EDUCATION

BA, Film and Video, 1992, Brooks Institute of Photography, Santa Barbara, CA

THOUGHTS

Personal blog at <http://www.hubbert.org/>

TECHNICAL

CCNA (Cisco Certified Networking Associate), Aug 2000

Assisted in developing CWSP (Certified Wireless Security Professional) Certification - 2003

Solutions

All major IDS/IPS solutions, Virus and content filters, firewalls, VPNs, PKIs and authentication and encryption systems

Operating Systems

Any OS – Unix, Windows MacOSX etc.

Networking Protocols and Hardware:

All IEEE 802 designations and TCP/IP, Most router and switching hardware