

NATHANIEL W. HALL

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EXPERIENCE

BOOZ ALLEN HAMILTON – Incident Response, Partnerships, M&A, Proactive Services **Chicago, IL**
Business Development (Incident Response) • Senior Manager 2022-Current
Incident Response Program Lead • Senior Manager 2022-2023

I leveraged my technical capabilities to cultivate new relationships with insurance brokers, insurance carriers, and law firms. I have also assisted insurance brokers with clients in preparing for and attaining cyber insurance coverage. Additionally, I focused on expanding existing partnerships through targeted account management and identifying new client opportunities.

- Serve as subject matter expert in webinars, articles, and industry conferences.
- Collaborate with insurance brokers and carriers to create new solutions for the middle and enterprise market, including Digital Forensics and Incident Response, Ransomware Negotiations, Ransomware Recovery, Business Email Compromise, and Pre-breach consulting.
- Contributed to a successful business unit that achieved record-breaking revenue of \$44M.
- Led and expanded Booz Allen's Cybersecurity Incident Response Retainer Program while growing our portfolio by over 110% within one year; 1.4 million in revenue.
- Grew our relationships with private equity firms through collaboration with our Enterprise Consulting leadership and the use of our incident response retainer program.
- Expanded existing partnerships through targeted account management.
- Collaborated closely with MDR vendors to enhance growth through our incident response retainer program.

WEST MONROE PARTNERS (divestiture) – Incident Response, SOC, MDR, M&A, Proactive Services **Chicago, IL**
Cybersecurity Incident Response Commander • Manager 2021-2022

As a subject matter expert, I spearheaded incident response and proactive cybersecurity engagements, serving clients from the middle market and Fortune 100 companies. Led high-stress incident response engagements, including multiple workstreams, to limit service disruption by recovering systems from medium to large businesses through risk mitigation.

- Operated as primary liaison between counsel, insurance carrier, and client leadership throughout incident response commitment.
- Mapped technical findings on cybersecurity impacts on business and educated non-technical audiences.
- Advised private equity firms on cybersecurity through due diligence for mergers and acquisitions and improving clients' cybersecurity programs.
- Conducted comprehensive cybersecurity-focused due diligence to inform investment decisions.
- Led pre- and post-incident response initiatives, focusing on process improvement and control hardening. Collaborating seamlessly with cross-functional teams, I ensured efficient containment, system recovery, and adherence to global regulatory standards.

ARETE INCIDENT RESPONSE – Incident Response, M&A, Proactive Services, SOC, MDR **Remote**
Incident Response Lead • Manager 2020-2021
Restoration Lead • Manager 2020

Managed and leveraged the expertise of a team of technical experts within the Security Operations Center (SOC), digital forensics, and recovery teams to assess and establish the breadth of incident containment and recovery. Led all aspects of incident response engagement (end-to-end), including incident validation, monitoring, containment, log analysis, system forensic analysis, and reporting key milestones and metrics.

- Built relationships with client and client's counsel to ensure achievement of engagement's objectives and expectations as documented in the statement of work.
- Developed incident response containment and remediation strategies; presented strategic and tactical plans for customers and stakeholders; vCISO services.
- Coordinated with the incident response and threat intelligence delivery teams to address and resolve inquiries, briefings, and customer-facing status reports.
- Identified areas of growth for business development throughout the engagement lifecycle and provided business leads to our business development team.
- Led a team of 12 restoration engineers to ensure client success exceeded expectations, limited business interruption, and managed resource burnout between each engagement to ensure the efficiency of our team's resources.

PricewaterhouseCoopers LLP (PWC) – Proactive Services, GRC, Incident Response, Insider Threat **Boston, MA**
Senior Associate: Cybersecurity, Risk & Privacy – Incident Response & Threat Management.....2018-2020
Experienced Associate: Cybersecurity – Incident Response & Threat Management.....2016-2018

Supported organizations' infrastructure through the evolving Threat & Vulnerability Management Program through end-to-end program enhancement and developed industry best practices remediation roadmap for use across the organization's cybersecurity posture.

- Developed a robust insider risk management program for a large foreign national bank to assess and mitigate cybersecurity risk.
- Conducted risk assessments to assist clients in understanding and quantifying risk exposures and evaluating risk strategies. Created future state of control objectives, which considered regulatory requirements (COBIT, ITIL, HIPAA, NIST, FFIEC, ISO, CIS) and industry best practices to supplement the initial state.
- Provide tactical and strategic leadership for cybersecurity functions including network security, cloud, vulnerability management, in
- Conducted third-party risk assessments to help provide visibility to third-party vendor management with remote connectivity into their internal environment.

ANALOG DEVICES, INC. – Security Operations Center (SOC), Governance, Risk, and Compliance **Great Boston Area**
Intellectual Property Analyst · Information Systems Security Group 2015-2016

- Reviewed HR employee termination reports for employee background information for investigative procedures and assessed for security auditing purposes through the organization's Insider Threat Program.
- Utilized Digital Guardian to assess security incidents throughout the organization. Escalated all security breaches to key stakeholders immediately per company processes and policies.
- Supported the buildout of the company's information security awareness culture, policy, and processes.

MILITARY SERVICE

U.S. MARINE CORPS, 2008-2012

EDUCATION

NORTHEASTERN UNIVERSITY, Boston, Massachusetts
M.S., Information Assurance & Cybersecurity, 2018

FRAMINGHAM STATE UNIVERSITY, Framingham, Massachusetts
B.A., History, Minor in Criminology and Information Technology, 2015