

YITZY ORATZ

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PROFESSIONAL SUMMARY:

Yitz is a dynamic, creative, and detail-oriented Cyber Security professional with an outstanding record of customer satisfaction. Having worked in both private and public sector customer-facing roles within the Information Security and Cloud Services industries, Yitz uses his excellent communication skills to successfully identify the customer's business needs and technical pain points, thereby quickly earning the customer's trust.

SKILLS:

- Endpoint Detection & Response
- Intrusion Detection (SIEM)
- AWS Security, DB, & Compute Services
- OS & Networking Fundamentals
- Python (in progress)
- Troubleshooting/RCA
- Customer Advocacy

RELATED PROFESSIONAL EXPERIENCE:

Mitiga Security Inc.

Senior Technical Account Manager (TAM)

May 2025 – Present

- Post-sales enablement on Mitiga's CDR platform, providing robust Cloud and SaaS security coverage.
- Liaised with engineering teams to translate customer requirements into usability-focused product enhancements.
- Enabled seamless integration of third-party tools with Mitiga's CDR solution to accelerate threat identification.

Kroll Associates Inc.

Senior Technical Account Manager (TAM)

February 2024 – May 2025

- Successfully manages a portfolio of 20 customers of various sizes with their EDR and SIEM needs.
- Partners with the Sales team, stepping into a Sales Engineer role to support upsells and renewals.
- Collaborates with our Engineering teams, ensuring the customer receives an elegant and secure solution.

Amazon Web Services Inc.

Technical Account Manager (TAM)

August 2021 – February 2024

- Provides advocacy & technical guidance to a large federal agency, ensuring its operational excellence in the cloud.
- Effectively communicates technical concepts to a broad range of audiences, both technical and C-Level.
- Quickly learns and works with new and emerging AWS Cloud technologies.

Iron Vine Security LLC (CMS - Federal)

Security Operation Center Analyst

March 2020 – June 2021

- Detects security threats to federal corporate environments using standard SOC tools and processes.
- Uses Splunk Enterprise and Splunk ES to detect and analyze incoming security alerts.
- Manages Email Security, analyzing phishing emails reported by thousands of federal employees.

Mid-Level Vulnerability Analyst

March 2019 – February 2020

- As Tenable.sc SME, troubleshoots & resolves Nessus scanning issues resulting from misconfigurations.
- Performs vulnerability research and publishes security bulletins, delivering results in a timely fashion.
- Successfully collaborated with 40 data centers, ensuring compliance with federal scanning requirements.

Baltimore Cyber Range

July 2018 – November 2018

- Invested several months to skill up in additional skills within Information Security, via hands-on learning.

RoundTable Networks

Baltimore, MD

IT Assistant

September 2017 - July 2018

- Supported an IT shop with installation of hardware/ software, troubleshooting, & ensuring OS compatibility.

CERTIFICATIONS:

AWS Solutions Architect Associate

January 2023

AWS Cloud Practitioner

January 2022

CompTIA Security+

February 2020

Splunk Core Certified User

June 2019

CompTIA Network+

October 2018

CompTIA A+

August 2018

EDUCATION:

Excelsior College

Albany, NY

Bachelor of Science, Liberal Arts

December 2019