

## Contact

kutlayt@yahoo.com

www.linkedin.com/in/kutlay-tetik  
(LinkedIn)

## Top Skills

Privacy Compliance

AI Governance

Strategic Leadership

## Languages

English (Full Professional)

Italian (Limited Working)

Turkish (Native or Bilingual)

Arabic (Elementary)

## Certifications

Certified Data Privacy Solutions  
Engineer™ (CDPSE™)

Artificial Intelligence Governance  
Professional

Certified Information Systems  
Security Professional (CISSP)

## Publications

New Protocols of The Digital World  
and Blockchain

# Kutlay Tetik

Senior Presales Manager | Cybersecurity | Analytics | Data Security  
Presales | Data Privacy and Security Strategist | CISSP | CDPSE  
| AIGP | MSc | PG AI/ML | AI Governance | PhD. Candidate in  
Cybersecurity

Dubai, United Arab Emirates

## Summary

With over a decade of experience in cybersecurity and presales leadership, I bring expertise in presales leadership, team building, strategic planning, business development, sales enablement, and partner collaboration. I am dedicated to fostering cross-functional teamwork and delivering impactful data privacy and protection strategies to support organizational goals.

As the Data Privacy and Protection Solutions Strategist at OpenText, I lead initiatives to drive data privacy and protection sales across the Middle East and Africa. My role involves working with regional sales and presales teams to ensure they are equipped to promote tailored solutions that address market-specific needs while maintaining compliance with data protection regulations.

---

## Experience

### OpenText

3 years 6 months

Data Privacy and Protection Presales, Solutions Strategist MEA

January 2026 - Present (6 months)

Dubai, United Arab Emirates

I lead efforts to drive data privacy and protection sales across the Middle East and Africa, ensuring alignment with market demands.

- Assisting sales teams in understanding and promoting data privacy and security solutions tailored to regional needs, while translating customer needs into an actionable product strategy for the data privacy and protection ecosystem to improve customer satisfaction.

- Fostering collaboration among sales and presales teams to enhance product knowledge and compliance awareness, facilitating cross-functional

collaboration through workshops that influence solution direction and strengthen ownership across initiatives.

- Developing strategic initiatives to support growth in the data protection sector within the region by shaping product portfolio narratives and building business cases that demonstrate adaptability and the ability to drive cross-functional initiatives.

### Cybersecurity and Analytics Solution Consulting Senior Manager

January 2023 - February 2026 (3 years 2 months)

Dubai, United Arab Emirates

- Directed pre-sales cybersecurity teams across the Middle East and African markets, enhancing regional engagement.
- Spearheaded presales activities for advanced cybersecurity solutions, including Data Privacy, IAM, AppSec and SIEM/UEBA.
- Empowered channel partners through strategic coordination and enablement programs.
- Represented the organization as a speaker at public events, enhancing brand visibility and thought leadership.
- Partnered with marketing and sales teams to strategically generate and nurture sales pipelines
- Collaborated with product management to integrate customer insights, driving product enhancements and innovation.

### Micro Focus

#### Cybersecurity Sales Engineering Leader

September 2018 - October 2023 (5 years 2 months)

Dubai, United Arab Emirates

I spearheaded the pre-sales security initiatives for Micro Focus, driving impactful engagements across the Middle East and Africa.

- Oversaw the presales security team, focusing on SIEM, Application Security, and Identity Management solutions.
- Collaborated with marketing and sales teams to generate leads and enhance customer outreach.
- Provided expert consultancy on data protection technologies, ensuring clients made informed decisions.

### Netas

5 years 4 months

## Cyber Security Solutions Presales Senior Manager

September 2014 - September 2018 (4 years 1 month)

Istanbul, Turkey

**Strategic Pre-Sales Leadership:** Directed a high-performing cybersecurity solutions team, driving technical excellence across the META region to align complex security architectures with overarching business objectives.

**Sector-Specific Consultancy:** Provide expert-level advisory to Tier-1 clients in Utilities, Finance, Telco, Government, and E-commerce, ensuring compliance and resilience in mission-critical environments.

**Full Lifecycle Opportunity Management:** Led the end-to-end technical sales process, including high-level security architecture design, RFI/RFP orchestration, and the execution of high-impact Proof of Concepts (PoCs).

**MSS & SOC Architecture:** Specialized in identifying operational gaps to design and propose Managed Security Services (MSS) and Security Operations Center (SOC) frameworks that enhance long-term threat visibility.

**Multi-Domain Technical Strategy:** Guided stakeholders through complex vendor and technology selection across Data Privacy, AppSec, Network Security, and Security Analytics (SIEM).

**Strategic Vendor Ecosystem Management:** Leverage a deep partner network—including Cisco, Palo Alto, Fortinet, Thales, Arbor, and IBM—to deliver best-of-breed integrated solutions.

**Cross-Functional Product Innovation:** Collaborated with R&D and services teams to develop custom security applications and "on-top" solutions, bridging the gap between vendor products and unique client requirements.

**Revenue & Relationship Growth:** Maintained executive-level relationships with key accounts, working closely with post-sales and R&D to ensure customer success and identify new service-oriented revenue streams.

**Market Intelligence & Business Development:** Analyzed competitive activity and emerging market segments to inform regional strategy and support the identification of new business opportunities.

## Software & Integration Solutions Manager

June 2013 - August 2014 (1 year 3 months)

Managed software integration part of the projects as a solution manager  
Software Vendor Management including contract terms and price negotiation,  
building partnerships and project management

## Nortel Networks

5 years 6 months

### Software Design Manager

February 2012 - May 2013 (1 year 4 months)

Managed several software design projects (Call Server, Provisioning Server, Mobile applications) as the department manager of software engineers providing services to international customers (Avaya, Magor, Microsoft)

### Network Security Technical Support Manager

December 2007 - February 2012 (4 years 3 months)

Istanbul, Turkey

Built a brand-new team and transferred Enterprise network and security technology know-how to the team including Routers, Switches, WLAN and IT Security as Firewalls, VPN Routers, Secure Routers

Managed the engineers (~20) who are responsible for providing Tier-1 and Tier-2 technical 24x7 product support to the customers all around the world (North America, EMEA, APAC, CALA

---

## Education

### Istanbul Technical University

MS, Electronics and Telecommunications · (2000 - 2003)

### Columbia University in the City of New York

Postgraduate, Applied Machine Learning and Artificial Intelligence · (2020 - 2021)

### Istanbul Technical University

BS, Electronics and Telecommunications · (1993 - 1997)