



SNOWFROC 2023

Hacking Your Way into a Cyber Security Career

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***Do you know what finding a job
is strikingly similar to?***

Finding a Job is A Lot Like Finding A Date



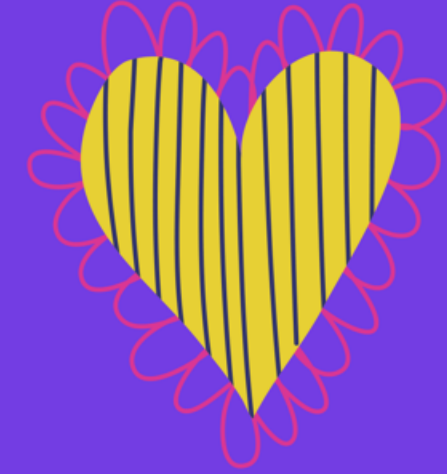
Making A Match



I want to find an organization that really cares about its employees



Looking for someone who knows their way around an audit



Nothing long-term; I want a penetration test.

THE INBOX GRIND IS REAL



Gender ratios on dating apps tend to have more men than women. On top of that, men swipe more and message girls way more than the inverse. It's not unheard of for some women to get dozens or hundreds of messages a week. But most should get at least a few a week, bare minimum.

- Eddie Hernandez - Dating Consultant



PROBLEM

The number of applications that the average cyber security job post receives can vary widely depending on factors such as the job requirements, location, and level of experience required, but it is not uncommon for a cyber security job posting to receive dozens or even hundreds of applications.

Rejection

If you are doing things right, you'll get a lot of this.

If you are not getting rejected you are not reaching far enough.

The approach Google takes with regards to employees setting goals isn't what you would expect.

Employees are instructed to set their goals so high that they can not reasonably expect to meet them.





- How To Set A Goal

**You should end up
around 80% of your
target.**

If set goals you know you can complete then you really aren't pushing yourself. Give 100% and reach 80%

**If you don't reach failure
you will never know your
limits.**

For this reason rejection and failure can be your best friend. It's honest friend that lets you know where you really stand.

- So embrace the suck

Shoot For The moon.

Because you'll never amount to anything more than your greatest ambitions.

REJECTION CAN LEAD TO DESPERATION.

THIS LEADS US TO RULE NUMBER 1

LIVE BY IT



RULE NUMBER 1

DON'T BE NEEDY

Try to imagine this:

**You have a house, and
someone knocks on your
door.**

...

What is your initial impression of someone who says:

"Your yard is overgrown; let me mow it for a cost."

Hi I have an established mowing service. We have done a lot of work for your neighbors, and they love us. I don't know if you are interested in getting some help with your yard. If not, no worries I'll leave you to be as you were.

This Translates to:

I'm looking for a job; do you have any?

I'm just starting out in security. I love application security specifically. I just finished an excellent book on hacking APIs. I wonder if there are any jobs out there that would fit my interest.

One More Example:

How do I apply?

That sounds like a great opportunity! I'm going to look more into the company and the role. If everything looks good, is there a way to get my resume directly to a decision maker?



People Can Sniff Out Neediness

It's like a 6th sense.

People can often sense neediness in others because it can be communicated through various non-verbal cues, such as body language, tone of voice, and behavior.

Neediness can come across as desperation, clinginess, or a lack of independence, which can be unattractive to others and will often cause them to pull away.

How do you ask without asking?

THIS IS THE ART

Needs

support



Ask by painting a picture

Listen and others tell you what they see.





RULE NUMBER 2

**BE TRUTHFUL;
BE YOURSELF**



LIKE NEEDEDNESS

**PEOPLE CAN SENSE WHEN
SOMEONE'S PERSONALITY IS
INCONGRUENT.**



When People Catch on to a Lie There's No Going back.

Be Knowledgeable

If you say you are into something, or if you say you learned something...
Be able to speak to it!

Everyone Starts Somewhere

It is okay to give an honest account of what you know. "I worked with python, I'm not confident in my abilities yet."

Deficiencies

When you do identify deficiencies or gaps in your knowledge. Does addressing them align with your goal?

Bravery

It's hard to be honest but it's better than the alternative on almost every level.



Honesty Starts Within

Before you can be honest with others, you must first be honest with yourself.





Really figure out what you want

Money

It's okay to be motivated by money. You are giving your time in exchange for it. Your time is priceless, you will never get it back.

Notoriety

Some people are driven by the others' impression of them. They want to be the one calling the shots.



Really figure out what you want

Stability

Some people value stability greatly. They want to settle into something they can count on not to change.

Mission

Some people are driven by mission, they need to feel a sense of purpose to be happy.



Finding What Motivates You

If you had to pick a job that gave you one, and just one, none of the others. What would you chose?



Just One



Money



Notoriety



Mission



Stability



STUDIO SHODWE

**Don't get lost in options.
Know exactly what is most
important to you.**



STUDIO SHODWE



Resume!!

A topic I'm sure many people are anxious for me to cover!

[LEARN MORE](#)

Disappointment

Solution

AI Assistance

With modern technology you can craft a near perfect resume with very little effort.

I don't have a secret for you! A great resume is really easy these days!

CHAT GPT

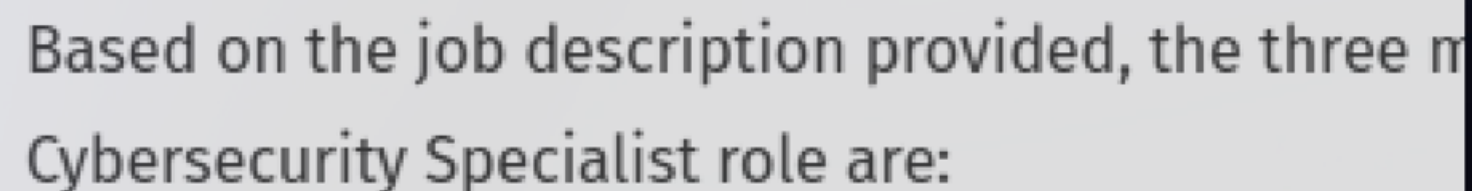
Open AI's chat bot

BING AI

Microsoft's chat bot

BARD

Google's AI chat bot



1. Overseeing day-to-day information system security involves ensuring that all hardware and software comply with internal LM and customer security requirements as any lapse in security can lead to significant damage to the organization.
2. Performing technical administration of IS in accordance with security requirements: This responsibility involves ensuring that all information system security Framework (RMF) and ensuring that all information system documentation is current and accessible to personnel. This is important as it ensures that the organization's information system is in compliance with internal and external security policies.
3. Conducting investigations of computer security incidents: This responsibility involves assisting in investigating and ensuring that proper protection and/or corrective action is taken to address any vulnerabilities or incidents. This is important as it helps to address any security vulnerabilities and prevent future incidents.

Chat GPT can distill the most important aspects of a job for you.

- 1 Tell the AI you want to highlight the 3 most important aspects of a JD.
- 2 Copy the JD
- 3 Paste it into the AI

Objective:

Dynamic and adaptable cybersecurity leader with over a decade of experience in cybersecurity management seeking a mission-driven team to protect organizations from cyber threats.

Core Competencies:

- Risk Management Framework (RMF)
- Security Operations Center (SOC)
- Network Security
- IDS/IPS
- SIEM Technologies
- Cloud Security
- Threat Hunting and Intelligence Gathering

Experience:

Dec 2020 - Present: Threat Angler, Cybersecurity Consultant

- Provided consulting on clients' security posture and advised on best security practices
- Implemented and deployed SIEM automation in various prod environments
- Tested and analyzed assets for potential security threats
- Conducted gap analysis and provided recommendations for mitigation and compensating controls
- Identified vulnerabilities in client environments and architected a roadmap to address them based on criticality
- Mentored and developed junior security analysts
- Led meetings and presentations with clients and executives

Tweak the output to fit your past.

You can also feed the AI your resume to tailor it to the job description that was posted!

Tell the AI to:

1

I would like you to personalize my resume for the job description.

2

Copy your resume

3

Paste it into the AI



Please rewrite this line from my resume in under 25 words using compelling language and using metrics from my resume: Network Security: network security architecture; traffic/packet investigation and analysis; secure network management; secure network access; attack mitigation; cryptography; firewall best practices; IPSec configuration; TOR, IPS, and IDS concepts.



"Boosted network security with advanced architecture, traffic analysis, and attack mitigation, implementing cryptography and best practices, securing access and preventing data breaches."

Refine What You Have

You can copy a line or bullet from your resume and ask the AI to optimize it.

"Please rewrite this line from my resume in under 25 words using compelling language and using metrics from my resume: [Paste line]"

Make a Cover Letter

Ask the AI to "Take the job description I gave you and write a cover letter for it using my resume"

JO

take the job description I gave you and write a cover letter for it using my resume



Dear [Hiring Manager],

I am excited to apply for the Cybersecurity Specialist position at [Company Name], as advertised on [Job Board]. With over a decade of experience in management and a passion for cybersecurity, I am confident that I have the skills and expertise required for this role.

My experience aligns perfectly with the responsibilities outlined in the job description. As a cybersecurity consultant at Threat Angler, I have worked with clients to identify vulnerabilities in their environments and architected a roadmap to address them based on their criticality. I have also implemented and deployed SIEM automation in various production environments, and tested and analyzed assets for potential security threats.

In addition to my consulting experience, I have a strong background in network security. My expertise in network security architecture, traffic analysis, and attack mitigation has helped me to secure access and prevent data breaches. I am well-versed in cryptography and firewall best practices, and have experience configuring IPSec, TOR, IPS, and IDS concepts.

I hold a SecureSet CORE Cybersecurity Engineering certification and am currently working towards a Certified vCISO from Security Studio. I also hold a Final Secret Clearance with the ability to obtain a Top Secret Clearance.

I am confident that my skills and experience make me a strong candidate for this position. Thank you for considering my application. I look forward to the opportunity to discuss my qualifications further.

Sincerely,

John Kittleson

Resume Lacking?

It's okay if you aren't on target and don't have the experience for the jobs you want!



Work on your Inner game



The background of the image is a serene landscape. In the foreground, a calm body of water reflects the vibrant colors of the sky. The middle ground features a range of rugged, snow-capped mountains. The sky is filled with soft, colorful clouds in shades of purple, pink, and orange, suggesting a sunset or sunrise. A large, semi-transparent purple circle is centered over the text.

REMEMBER RULE #2

Be Honest; Be Yourself.



REMEMBER RULE #2

If you don't have exciting things to
say, don't lie
to try to be interesting!

A scenic landscape featuring a range of rugged mountains with snow-capped peaks in the background. In the foreground, a calm body of water reflects the warm, orange and purple hues of a sunset sky. A semi-transparent purple circle is centered over the image, containing the text "REMEMBER RULE #2" in white, bold, sans-serif capital letters.

REMEMBER RULE #2

Become Interesting!!!

Work on Your Inner Game!

Certs

CompTIA Security+, EC-Council Certified Ethical Hacker (CEHv11), (ISC)² Certified Information Systems Security Professional (CISSP). To name just a couple.



Home Lab

Having a home computer lab is rewarding because it provides easy access to technology for learning. It allows for experimentation and exploration in a safe and personalized environment.



CTFs

Participating in CTF challenges helps people become better hackers by improving their problem-solving skills, encouraging them to learn and apply new techniques, and exposing them to real-world scenarios and vulnerabilities.



LIVE BY IT



RULE NUMBER 3

BE MEMORABLE

**From The View of a
Hiring Manager, You
Are a Part of The Herd.**





YOU NEED TO STAND OUT!



Real Connections

Referrals are always better than applying to a job post.



Make Time For Networking

There are lots of opportunities to network at conferences and events.



Volunteer

When you volunteer you will meet new people who are passionate about the same things you are.



Effective marketing tactics

Learn how to promote yourself on platforms like LinkedIn.





HOW WILL YOU BE REMEMBERED

- What will you wear?
- What complements will you give?
- What exciting stories do you have to tell?
- What makes you stand out?

Tips

1 FIND ONE THING IN THE INTERVIEWER TO COMPLEMENT

They probably have something of interest in their office or in their background you can bring attention to.

2 TRY TO GET THEM TO TALK ABOUT THEIR HOBBIES

"Do you live in the X city?... Have you been there long?... I bet you know a lot of cool things to do there"

3 GET THEM TO TALK ABOUT THEIR LEADERSHIP

What approach to do take with managing your team? High light the best parts!





- What do we do?

We are hackers. Finding unintended or alternate ways inside is what we do.

Apply and practice your creativity in your job search.

We shouldn't be asking HR to please tell us if we are good enough for them.

There are countless people here at this conference that know of a job that is right for you.

- Talk to them.

Tradition

Thank You!



SOURCE
FELONY

Contact Me



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[S0urceFe1ony#0666](https://discord.gg/S0urceFe1ony#0666)