

LUCAS DOWD

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CYBERSECURITY SALES, ACCOUNT & PARTNER MANAGEMENT LEADER

- Senior cybersecurity and SaaS sales leader with 15+ years of experience developing and executing customized sales strategies that drive significant revenue growth and enhance market positioning while fostering strategic partnerships and client relationships.
- Proven track record of consistently exceeding sales targets and achieving multiple sales awards/recognitions through consultative sales techniques and tailored account plans that address the unique challenges and needs of public sector and enterprise clients.
- Excels in cultivating high-performing sales teams and channel partnerships, leading initiatives that enhance operational efficiencies and elevate customer satisfaction while navigating the dynamic landscape of cybersecurity solutions to deliver impactful results.

CORE COMPETENCIES

- Strategic Planning
- Sales Strategy & Management
- Cybersecurity & SaaS Sales
- New Business Development
- Account Management
- Solution Selling & Consultative Sales
- Upselling & Cross-Selling
- Pipeline & Territory Management
- Strategic Partnerships
- Channel Development
- Executive Relationships
- Customer Relationship Management
- Team Management & Training
- Cross-Functional Collaboration
- Data Analysis & Reporting

PROFESSIONAL EXPERIENCE

NuHarbor Security, Burlington, VT Microsoft Practice Lead | May 2025 to Present



- Lead the end-to-end direction of NuHarbor's Microsoft security practice by aligning client objectives, partner capabilities, internal delivery teams, and Microsoft ecosystem priorities to design scalable, enterprise-grade cybersecurity solutions.
- Drive expansion of Microsoft-based security offerings by shaping go-to-market strategy, enabling strategic alliances, guiding service innovation, and positioning NuHarbor as a trusted advisor for organizations adopting Microsoft security platforms.

Network Coverage, Danvers, MA Vice President of Customer Acquisition | Oct 2024 to May 2025



- Spearheaded growth strategies that capitalized on emerging opportunities while building and scaling the sales and partnership departments, including recruitment of sellers, solution architects, and a Director of Strategic Alliances.
- Partnered closely with the marketing team to execute a go-to-market strategy focusing on key verticals, in addition to developing and optimizing sales forecasting and pipeline management processes as well as reporting tools in the CRM system.

Authentic Cyber, Columbia, MD Founder & Owner-Operator | Apr 2024 to Present



- Developed and implemented customized sales strategies and channel programs for clients, leveraging deep cybersecurity industry expertise to drive business growth, improve market positioning, and enhance revenue generation.

Palo Alto Networks, Reston, VA Named Account Manager, SLED | Nov 2023 to Apr 2024



- Oversaw a portfolio of public sector accounts in the Mid-Atlantic, coordinating sales for Network, Cloud, SOC, and Advisory services by collaborating with cross-functional teams to deliver tailored solutions that addressed clients' specific needs and challenges.

Mandiant | Google, Reston, VA Security Guy | Apr 2022 to Nov 2023



- Cultivated strategic relationships with key accounts, driving upselling initiatives and creating tailored account plans to identify growth opportunities, which resulted in a 20% revenue increase over the past year.

Microsoft, Reston, VA Enterprise Security Executive | Dec 2018 to Apr 2022



- Collaborated with security teams managing key East Coast accounts to identify opportunities for clients to leverage Microsoft solutions to enhance their security posture while achieving operational and financial efficiencies.
- Achieved 180% of goal in FY21, 118% in FY20, 110% in FY19, and 126% in FY18 while receiving a Hero Award for closing the highest growth Azure client in the Northeast in FY20 as well as recognition as a D&I leader for leading the "Women in Cyber" event in FY19.

RSA, Reston, VA Senior Account Manager | Feb 2016 to Dec 2018



- Grew and managed a portfolio of F1000 accounts in the assigned territory, applying consultative sales techniques to align RSA solutions with customer workflows and use cases while managing channel partnerships to expand reach and market penetration.
- Partnered with internal teams, client stakeholders, and channel partners to drive revenue growth, consistently surpassing sales targets by achieving 105% of plan in FY17 and 112% in FY16.

ZeroFox, Baltimore, MD Enterprise Sales Director | Oct 2015 to Feb 2016



- Managed a portfolio of F1000 accounts, developing channel partnerships, planning business-driving events, and mentoring junior sales staff while successfully renewing the second-largest customer 3 months ahead of schedule to ensure continued growth.

Horsetail Technologies (now Thinkstack), Baltimore, MD
VP of Sales | Regional Sales Manager | Jun 2013 to Oct 2015



- Led efforts to build and manage a high-performing channel sales team after promotion to VP of Sales while simultaneously driving direct sales opportunities and developing a robust channel strategy to create additional revenue streams.
- Hired, trained, and mentored inside sales staff to enhance sales growth, in addition to implementing the "Partner Plus Program" that strengthened partner relationships, expanded vertical channels, and drove 125% growth in channel partner contracts.
- Acquired the company's 2 largest customers in FY13 (doubling company revenue in 6 months and growing the pipeline 4x to \$10M), in addition to securing 4 more customers in FY14 and doubling revenue again to reach \$20M (resulting in an MVP Award nomination).

T-Mobile USA, Owings Mills, MD
Regional Account Manager | Dec 2006 to Jun 2013



- Promoted to manage top accounts in the MD/DC territory, developing relationships with wireless industry partners to provide clients with competitive solutions while overseeing a team and training over 10 direct sales reps since 2007.
- Exceeded sales quotas consistently, ranking #1 out of 76 reps nationwide (300% of quota) in FY10, #28 out of 200 reps (168% of quota) in FY09, #22 out of 150 reps (162% of quota) in FY08, and #30 out of 140 reps (122% of quota) in FY07.
- Recognized with multiple awards for sales excellence, including the "Certificate of Excellence" in 2011, "Winners Circle" in 2008, and "Rock Star Status" in 2007 for maintaining the lowest client churn in the region.

EDUCATION

Bachelor of Business Administration (BBA) in Marketing | Western Michigan University - Haworth College of Business

CERTIFICATIONS

Microsoft Certified: Azure Fundamentals | Microsoft
AWS Partners Sales Accreditation | Amazon Web Services
Strategic Selling | Miller Heiman