

Aishwarya Khanolkar

aishwaryak185@gmail.com | +91 9967631120 | www.linkedin.com/in/aishwaryakhanolkar

Professional Summary

Seasoned Security Consulting Engineer with 5+ years of experience at Cisco Systems, specializing in networking, security, and related technologies. Currently pursuing an Executive MBA curated specially for the working professionals from IIM Ahmedabad to strengthen my business acumen and drive data-driven decision-making. Passionate about leveraging technology to create customer-centric solutions and eager to transition into a Product Management role. Known for a strong sense of entrepreneurship, leadership, and the ability to distil complex ideas into actionable strategies.

Education

Indian Institute of Management Ahmedabad

Master of Business Administration (MBA)

Graduation Year: 2024-2026

Vellore Institute of Technology, Vellore

M.Tech. in Information Security – 9.34 CGPA

Graduation Year: 2017-2019

Experience

Cisco Systems, Pune, *Security Consulting Engineer*

July 2019- Present

- **Client Engagement & Solution Delivery:** Spearheaded customized security strategies aligned with business objectives, resulting in a 30% reduction in security vulnerabilities and a 25% increase in customer satisfaction.
 - Implemented comprehensive cybersecurity solutions using Cisco Secure workload, Network analytics technologies, firewalls, IDS/IPS, VPNs, and endpoint security.
 - Engineered endpoint security measures, leveraging data analytics to reduce threat response time and minimize potential security risks.
 - Integrated SIEM systems for real-time monitoring, enhancing threat detection by 35% and reducing incident response times by 20%.
 - Authored and presented detailed security reports that contributed to a 15% improvement in stakeholder decision-making.

- **Sales Support & Project Management:** Collaborated with sales teams, providing technical expertise during 20+ pre-sales processes, contributing to \$5M in high-value contract wins.
 - Assisted in the development of proposals and security solution demonstrations, which led to a 30% increase in conversion rates.
 - Maintained up-to-date knowledge of emerging cybersecurity threats and trends, driving a 25% increase in the adoption of innovative security solutions by clients.
 - **Security Assessments & Audits:** Conducted over 50 comprehensive security assessments, identifying and mitigating 95% of potential threats before they could impact client operations. Designed and deployed network security architectures that ensured compliance with industry standards, reducing audit failures to zero.
 - **Technical Support & Troubleshooting:** Provided expert risk management advice, leading incident response efforts that reduced security breaches and minimized downtime during breaches.
 - **Training & Knowledge Transfer:** Delivered training programs to internal teams and clients, fostering a culture of continuous learning and strengthening technical capabilities. Mentored junior engineers, enhancing team performance and technical expertise.
 - **Third-Party Vendor Migrations:** Led the migration of network architecture from third-party vendors to Cisco products across 10+ large-scale enterprises, achieving a significant improvement in network performance and 30% reduction in security incidents.
-

Skills

- **Technical Skills:** Network Security, Cybersecurity Strategy, Threat Analysis and Mitigation, Incident Response, Security Policy Development, Compliance and Regulatory Standards, Security Training and Awareness Strong knowledge of cybersecurity concepts, technologies, and best practices.
 - **Product Management:** Data-Driven Decision Making, Product Lifecycle Management, Market Research, Go-to-Market Strategy.
 - **Technical Expertise:** Networking (Switching, Routing), Network Security, Cybersecurity Strategy, Threat Analysis, Cloud Security.
 - **Leadership & Entrepreneurship:** Team Leadership, Strategic Planning, Business Development, Risk Management.
 - **Customer-Centric Approach:** Customer Empathy, Abstract Thinking, Pattern Recognition in Customer Problems.
 - **Communication:** Ability to distil complex ideas, Presentation Skills, Stakeholder Engagement.
 - **Tools & Technologies:** Cisco Technologies, SIEM, Firewalls, IDS/IPS, JIRA, Confluence, Cloud Platforms (AWS, Azure).
-

Certifications

- Cisco Certified Network Associate – Security (CCNA Security)
 - Cisco Certified Network Professional Security (CCNP Security)
 - Cisco Certified Network Professional Security (CCNP RnS)
 - Cisco Certified Network Associate – Routing and Switching (CCNA RnS)
 - Cisco CyberOps Associate
 - DevNet Associate
 - NPTEL- IIT Kharagpur- Machine learning and Cloud Computing
-

Professional Memberships

- Member of the Open House events conducted by Cisco Eloquence Toastmasters Club
 - Contributor at the Cisco Women in Cybersecurity Boost Campaign .
-

Awards and Honors

- Awarded VIT University Silver Rank Merit Holder for Masters in Technology (M.Tech) in Information Security.
 - Honoured with Merit Scholarship for outstanding performance at VIT amongst the batch of 500+ students for consecutive 2 years.
 - Received 10+ appreciations & recognitions from the VP+ leadership at Cisco for exemplary performance in consistent and brilliant customer delivery
 - Elated to have had the opportunity to be a notable Guest Speaker at the MKSSSS's Cummins College of Engineering for Women, Pune for the Annual Technical Fest, INNOVATION-2023 , topic “Security as a Service (SecaaS)”
-

Publications and Presentations

- Published Research Paper- Kshirsagar Aishwarya, “Scrutinizing 5g Security Systems For V2x (Iot) Applications”, Volume: 06 Issue: 01 | Jan 2019, e-ISSN: 2395-0056
-

Additional Information

- Languages: English (Fluent), Hindi, Marathi, French (Beginner)
- Volunteer: Various CSR events focusing on education, rural development, and eco-friendly initiatives such as Plantation drives, Audiobook recordings for Visually Impaired Children, and English Teaching aids for Govt Schools.