

KEN STASIAK

Cleveland, OH • 216.849.4799 • kc@stasiak.com • linkedin.com/in/kenstasiak

CYBERSECURITY & RISK THOUGHT LEADER ... REVENUE OPERATIONS STRATEGIST ... CULTURE SHAPER

— *Passionate about building high-performance company cultures and teams aligned with missions and core values* —

Recognized industry leader with a distinguished career as a cybersecurity and revenue operations executive, building and growing a best-in-class management consulting firm—received the Security Industry's Global Excellence Award for Best Overall Security Company of the Year—with clients including major global enterprises and federal civil and defense agencies. Establish clear growth strategies and roadmaps, building high-performance organizations and teams with the talent, culture, and accountability to achieve market differentiation and triple-digit growth. Completed Northwestern University EMBA, Harvard Business School's Strategy Certificate, and extensive professional designations from NACD, ISACA, and ISC2.

Named a Top 50 Cybersecurity Consultant and Leader of 2023 by The Consulting Report

This recognition serves as a testament to their outstanding contributions in protecting sensitive information, preventing cyberattacks, and shaping industry practices. — The Consulting Report (Read)

PROFESSIONAL EXPERIENCE

RSM US LLP, Cleveland, OH

Principal, Revenue Operations, 2018-May 2024

Joined the Security, Privacy, and Risk Consulting (SPRC) practice following the sale of SecureState, playing a vital role in the integration of the businesses—including all former SecureState team members—aligning platforms and people, and continuing to execute results-proven go-to-market methodologies. Lead the Cyber Testing and Response solution set—team of 90—and own hiring, forecasting, and growth.

- **Delivered 100%+ growth in 5 years**, catalyzing SPRC practice revenue from \$30M to \$62M annually, becoming the largest cybersecurity practice in the firm with a major contingency of market share and talent in the Cleveland region.
- **Champion continued growth within the Risk Consulting practice**—a \$350M LOB with 1,300+ FTEs—defining pricing strategy and platform leveraged by \$1.5B enterprise, and initiating negotiations for Master Service Agreements (MSAs)
- **Manage a personal account portfolio approaching \$10M**, developing and executing account growth strategies, overseeing service delivery and satisfaction, and serving as the relationship lead accountable for customer success.
- **Continue to nurture workplace culture**, working tirelessly to maintain the ethos of SecureState while expanding efforts to impact 1,300+ team members through ERG involvement with a focus on leadership education, training, and DE&I.
- **Play an instrumental role in the execution of the global RSM Innovation Challenge**—60+ teams compete across 4 countries for awards and cash prizes—revamping scoring models over the past 2 years to rebrand competition.



SECURESTATE, Cleveland, OH

Founder, *SecureState Federal*, 2003-present; Founder & CEO, 2001-2018

Industry-Leading Recognition

Award-Winning Performance

Talent Engagement & Culture Shaping

Mission & Values Alignment

Conceptualized, built, and grew a management consulting firm focused on cybersecurity, leveraging industry-leading experiences with Big 4 firms establishing their cybersecurity programs to close an emerging gap in the market. Delivered expertise in information security—from compliance and risk awareness to incidents and breaches—growing presence and thought leadership stance with middle and upper market organizations.

- **Developed long-range growth strategy**, reaching \$12M in annual revenue through acquisition and retention of contracts with public and private enterprises, and ultimately, being purchased by RSM to expand their consulting practice and presence.
- **Assembled a talented group of up to 60 high-performing team members**, coaching and developing talent to serve as a go-to resource for state-of-the-art risk consulting including governance, cybersecurity, compliance, and more.

SECURESTATE, Continued...



- **Created a vibrant workplace culture**, earning 5-time recognition as a *Best Workplace for Top Talent in Northeast Ohio* by North Coast 99, honors as an Inc. 5000 *Fastest Growing Company* for 3 consecutive years, and being awarded a *Global Excellence Award* from Security Products Guide as *Best Overall Security Company of the Year*.
- **Diversified practice through pursuit of classified contracts with civil and defense agencies**, winning NASA COMSEC Prime Contractor bid in 2003 and maintaining relationship for 20+ years; currently hold Federal Security Clearance.
- **Retained SecureState Federal line of business following sale of the enterprise**—SecureState employees continue to execute federal government contracts in Morocco—but transitioning out of daily operational leadership functions.

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ARTHUR ANDERSEN LLP (N/K/A ACCENTURE), Cleveland, OH
Manager, Cybersecurity Practice, 2000-2001

ERNST & YOUNG, Cleveland, OH
Senior Consultant, Cybersecurity, 1997-2000

ADDITIONAL EXPERIENCE

THE SET FITNESS, Cleveland, OH
Co-Founder & CEO, 2016-2018

Acquired and grew fitness studio offering personal training and small-group HIIT classes, establishing membership plans and pricing, building go-to-market strategy, and ultimately, engaging in a profitable exit in 2018.

EDUCATION

NORTHWESTERN UNIVERSITY
Executive Master of Business Administration (EMBA)

UNIVERSITY OF AKRON
Bachelor of Science (BS) Accounting
Associate of Science (AS), Computer Programming

DEVELOPMENT

HARVARD BUSINESS SCHOOL ONLINE
Certificate in Strategy, 2022

Completed 18-month program exploring Disruptive Strategy, Strategy Execution, and Economics for Managers.

CERTIFICATIONS



NATIONAL ASSOCIATION OF CORPORATE DIRECTORS (NACD)
NACD Directorship Certification (NACD.DC), 2023

INFORMATION SYSTEMS AUDIT AND CONTROL ASSOCIATION (ISACA)
Certified in the Governance of Enterprise IT (CGEIT), 2008
Certified Information Security Manager (CISM), 2003
Certified Information Systems Auditor (CISA), 1998

INTERNATIONAL INFORMATION SYSTEM SECURITY CERTIFICATION CONSORTIUM (ISC2)
Certified Information Systems Security Professional (CISSP), 2001