



PROFESSIONAL REPORT

regarding my work at MTI

Tayyib Patel

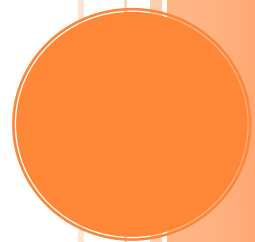


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INTRODUCTION

I have been working since last September in the French subsidiary of an English company named MTI. I was recruited due to my solid technical background in Cyber Security, where I hold a Master's Degree, obtained before joining ESIEA as an apprentice.

Historically, MTI France is an integrator of data storage and backup solutions, provided by those fields market leaders, such as Dell/EMC or Veeam.

However, the company recently expanded its activities to the field of Cyber Security, concluding several partnerships with big players like Thycotic, Checkpoint or Palo Alto.

MTI is divided in two groups : we have the Sales & Marketing department, containing both pre-sales and sales engineers, as well as marketing assistants. I personally am a member of this department.

We also have the Services department, responsible for all kind of after-sales related work with our clients and partners.

Through our clients, we are present in four lines of business : the bank and insurance sector, the industry sector, the services sector, and the distribution sector.

The headquarters are located in Godalming, near London. They are specialized in Cyber Security, but their activities in the field are restricted to their territory.

The French subsidiary then needed to have Security Engineers, capable of quickly apprehending advanced concepts, and making them accessible to

the company's sales engineers and to clients. That's the reason I was chosen to join them in September.

DESCRIPTION

As I said earlier, I work in the Sales & Marketing department, under the tutorship of the PreSales team leader, named Thomas Leconte.

The Sales team is composed of seven engineers, conducting commercial deals with clients, from the beginning (prospecting) to the end (closing). They are assisted to complete their tasks by Presales engineers (we are currently eight), who will bring a technical expertise on the products concerned.

The department is then completed by two Marketing assistants, who are in charge of communicating both with the public (through social networks, like Twitter or LinkedIn) and the company's partners.

SUMMARY

I've been in this company for 9 months now, and my tutor has been gradually increasing my responsibilities and my status before the employees (and our partners), making me become the referent at MTI for CyberSecurity-linked subjects.

When I started last September, I had to develop my skills in several fields : Network Security, System Security, PAM (Privileged Account Management), etc...

This required time (at least three months, if my memories are correct) and

motivation. It's indeed not easy to stay in a theoretical approach, not being able to convert it into practice.

After this difficult yet important phase, I started to install and test our CyberSecurity partners solutions, especially one named « Secret Server », developed by Thycotic.

During those approximately four months, I passed different certifications, attesting of my expertise on the security products sold by MTI. My tutor also started during this time to test my ability to speak in front of clients (knowing that I'd always been quite introverted until then).

He was led to do that because of the context we are in since I got there, which puts us as a newcomer in the field of Security [1].

We then need to prove ourselves to our customers, in order to develop their confidence, vital (more than in any other field I think) for them and for us.

This phase was the hardest I've had to deal with so far, both professionally and personally. It forced me to overcome my fears, and it helped me a lot to have confidence in myself.

It's now much easier for me to perform technical presentations, as the quantity I had to do during the last two months increased drastically. My tutor now plans to send me at our customer's offices, to install the solutions myself. It's a new and exciting challenge coming for me, with its expertise I'll need to acquire quickly.

This company is giving me all I need to succeed in this field, especially with soft skills (which I didn't expect).

I'm finally very enthusiastic about what the future holds for MTI, because

the company gives itself the resources to match its ambitions, in the field of CyberSecurity, but also in its core business (storage, backup), to stay a top player, and continue its growth.