

MOHAN ATREYA

1025 Shell Blvd, #3

Foster City, CA

(650) 740-1682

mohanatreya@yahoo.com

EXPERIENCE

RSA Security Inc

San Mateo, CA

Senior Systems Engineer

2003 – present

- Enabled sales of RSA's cryptographic software to large ISVs and networking/mobile communication equipment manufacturers.
- Successfully positioned RSA as the preferred security vendor at large Fortune 500 enterprises.
- Implemented competitive research programs and provided recommendations as part of an annual strategic business review.
- Championed creative marketing techniques as part of a cross functional team to help field sales break into new verticals.
- Represented the world wide systems engineering organization in the Sales Advisory Team (SAT) to provide feedback from field sales to management.
- Responsible for the western United States, western Canada and Asia Pacific regions.
- Significantly overachieved quota in 2003 (160%) and 2004 (112%)

RSA Security Inc

Singapore

Systems Engineer

2000-2003

- Ensured technical closure in the sales cycle and helped achieve repeat business with marquee accounts.
- Established successful relationships with leading OEM and ODM manufacturers in Taiwan (R.O.C) and Korea.
- Performed competitive analysis of competing technologies and creatively positioned RSA products to maximize win probabilities.
- Built key technical relationships with important customers in financial and government sectors in Australia, Hong Kong and Singapore.
- Assisted customers and internal resources on latest developments on data security technologies including public key infrastructure (PKI), security protocols and encryption algorithms.
- Responsible for the Asia Pacific region.
- Consistently overachieved quota during tenure.

Network for Electronic Transfers (NETS)

Singapore

Information Systems Engineer

1999-2000

- Designed and developed the prevalent electronic micro-payment system in Singapore which enables users to make Cash Card™ payments securely over the Internet.
- Designed and developed an electronic wallet application using C and Java programming languages.
- Enhanced the electronic wallet application to incorporate Internet based reloading.

EDUCATION

NANYANG TECHNOLOGICAL UNIVERSITY

Singapore

Master of Science, Communications & Networking

1998 – 1999

NATIONAL UNIVERSITY OF SINGAPORE

Singapore

Master of Engineering

1996-1998

BIRLA INSTITUTE OF TECHNOLOGY & SCIENCE (BITS)

Pilani, India

Bachelor of Engineering (Honors)

1992– 1996

AWARDS & ACHIEVEMENTS

- Certified Information Systems Security Professional (CISSP) from (ISC)²
- Co-authored a book titled "*Digital Signatures*", Mc.Graw-Hill, ISBN: 0-07-219482-0
- Award for Excellence @ RSA: Sales Engineer of the Year, 2002 (President's Club)
- Award for Excellence @ RSA: The Single Most Significant Contributor, 2001
- Award for Excellence @ RSA: *The Most Proactive Systems Engineer*, 2000 (President's Club)
- Languages: English, Tamil, Hindi, Japanese (beginner)