Career Mythbusters

Separating Fact from Fiction in your Security Career

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Who Are We?

- **Lee Kushner**
  - Over 10 years of Success Recruitment of Information Security Professionals
  - Founder and CEO of the Leading Information Security Recruitment Firm, LJ Kushner and Associates LLC
  - Wide Range of Nationally Based Clients from Fortune 500s to security product vendors

- **Mike Murray**
  - Security professional with a decade of diverse experience.
  - Security blogger (Episteme.ca) specializing in talking about security careers, author of the book “Forget the Parachute, Let Me Fly the Plane”
  - Has managed security teams and helps people working with him develop the career that they really want to have.

- **We bring very different perspectives on Careers**
We’re Doing a Survey!

• **More data required**
  – Through our roles, we gather a lot of anecdotal evidence, but we can’t ever have enough hard data.

• **We want to give you something back.**
  – Fill it out anonymously if you want, or provide an email address and we’ll send you the survey and our analysis when we’re done.
  – We’ll take the data, slice and dice it, and give you more real information about careers in infosec.
  – We’ll also give you Mike’s e-book on careers to help you know more about finding a job, personal branding tools, etc.

• **Fill it out:**

http://www.infosecleaders.com/survey
The Big Ones (Myths, that is...)

- **Job Hunting**
  - Cover Letters Matter.
  - Resumes aren’t that important.
  - The hiring manager should hear of you from your resume.
  - Interviews are for the company’s benefit.
  - Interviews are about your qualifications.

- **Managing your Job**
  - Money is the most important benefit.
  - You will get a raise because you should.
  - Job title is one of the most important considerations.

- **Career Path**
  - You should expect to stick with a single company.
  - Your company will help you figure out your career.
  - You don’t need to plan your career.
  - You should definitely plan to move in to management.
  - What you know is enough.
Job Hunting...
Myth: Cover Letters Matter
Reality:
Cover Letters are Junk Mail.
Myth:
Resumes aren’t THAT important.
If you’re really good, your skills will speak for themselves.
Reality:
Resumes are the paper version of you.
Myth:
The hiring manager should hear about you from your resume.
Reality:
The resume should expand on what the hiring manager already knows.
Myth:
Interviews are for the company’s benefit.
Reality:

Interviews are about finding a good match.
Myth:
Interviews are about your qualifications.
Reality:

Interviews are about who you are.
Managing your Job...
Myth:
The more money, the better. Always aim for as much as you can get.
Reality:

The amount of money speaks to value on both sides of the table.
Myth:

You will get a raise because you deserve it.
Reality:

Your raise requires two things: your effectiveness and your boss’s awareness.
Myth:
Job title should be a big consideration.
Reality:

You already have the most important title:

CEO of [Your name here], Inc.
Managing Your Career Path
Myth:
You should expect to stay with a company for the long term.
Reality:
Changing companies is often required as you manage your own career path.
Myth:
You should expect your company to help you manage your career.
Reality:

Your career management is entirely up to you.
Myth:
Your career will be a natural, organic progression from one job to another.
Reality:

The people who succeed plan to do so.
Myth:
As you grow, you need to move into management.
Reality:
Your growth should reflect your strengths, skills and goals.
Myth:
What you know today is enough.
Reality:

Security moves fast. If you don’t grow, you die. Quickly.
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• **You can always either of us with questions:**
  – Lee Kushner: lee@ljkushner.com
  – Mike Murray: mmurray@connectedcareer.com