**Search this site and the We**



SEARCH

Home > Tips > IT Career Expert > Does job securi...                    ✉ EMAIL THIS

# Win2000 Tips:

**TIPS & NEWSLETTERS TOPICS    HALL OF FAME**

Search for: [          ] in [All Tips ▼]    SEARCH    Full TargetSearch with Google

IT CAREER EXPERT
**Does job security for security technology jobs exist?**
Jon Boroshok
01 Sep 2004
Rating: --- (out of 5)

SITE SPONSOR



SearchExchange.com
Join Today!

Information Security professionals and Systems Administrators work in a growing field, yet they're impacted by the financial realities of today's business world. Experienced and certified IS pros and SysAdmins have an opportunity to keep their jobs and move up if they can balance the right mix of expertise, specialization, accreditations and broad general knowledge.

EXPLORE THIS AREA: RICH-MEDIA AD

Is your network vulnerable to virus



Qualify for complimentary admiss

Industry experts differ on what makes an IS pro or SysAdmin marketable and valuable, but agree on areas of growth. Expertise in application testing, code review, mobile/wireless security, IP communications for rich media, spam and spyware, remote access, voice and date (including VOIP), and Linux goes a long way in today's market place.

The challenge to job security and prosperity in these areas comes from current hiring and business practices. Many companies are still looking to reduce costs and maximize efficiency, operating quarter to quarter, often without a clear understanding about the long-term financial impact of security or the lack of it.

While some companies understand the need to invest in security professionals and protect critical data, networks, and privacy security strictly as overhead without revenue contribution. That lack of a clear ROI often leads to budget cuts, downsizing, and administrators as a commodity. Many have jumped on the IT outsourcing bandwagon, although security areas haven't been in as others.

Whether trying to avoid having their jobs outsourced or looking to become the outsourcer, versatility and the ability to learn and technologies quickly is essential to remaining valuable to an employer.

Bob Blakley, Chief Scientist of Security and Privacy for IBM Tivoli in Austin, Texas feels that it is very rare for an organization t security. "It makes people nervous," he said. "You'll be held responsible if something goes wrong."

Blakley sees a big demand in keeping up with the accelerated pace of development. "Security expertise is in short supply," sai
stressed the need for formal training such as Microsoft certification or becoming a CISSP.

"Systems Administrators become a commodity when they themselves do not grow," says Michael R. Higgins, Chief Security O
Global Solutions, LLC in Edison, NJ. "Those who look at their job description and perform their assigned duties without ever ve
new experiences and knowledge will find themselves a commodity and perhaps replaced down the line."

"Proficiency in technical communications is important, especially in security, where things are complicated," says Blakley. He a
Administrators and security professions to make their skills apparent so others can value them. He suggests developing exper
particularly in open-source development activities in security technology.

Another value-add is an ability to put things into a business context, and fully understand the deployment environment. "Custo
the most valuable thing to bring to the table," says Dario Zamarian, ServGate's VP of Products and Corporate Strategy for Ser
CA. He believes that there are multiple ways to do security, and an essential professional can understand and recommend wh
needs to be applied. True value is when customer and vendor come together.

Mark Giglietti, CEO of PrecisionIT in Belmont, MA, agrees. "Going in and just fixing and deploying is less important than the de
he said. Systems administrators and security tech professionals must be able to perform cost-benefit analysis to make and jus
recommendations, and be able to speak with management.

Experts and hiring managers differ in what they value. Dow Williamson is the director of communications for (ISC)2 of Vienna,
international organization dedicated to training, qualifying and certifying information security professionals. He stressed that a
common body of knowledge and a compendium of industry-best practices is essential for today's information security professi
neutral needs to be matched-up up with vendor specific certifications," said Williamson.

Williamson says that a strong academic background, such as a Masters degree in Information Security will continue to be in hi
will professional certification. (ISC)2's flagship certifications are the Certified Information Systems Security Professional (CISSP
Systems Security Certified Practitioner (SSCP). Practitioners succeeding in meeting the standards of knowledge and requirem
certification are acknowledged as professionals in the field of information security. Many companies and government agencies
CISSP and SSCP certifications in recognition of the skill and experience that supports the certifications.

While certifications may give an IS professional an edge for being kept instead of downsized, their value depends on the comp
Alex Rosenbaum of NetMacros in Reston, VA believes that education is as important as experience because it shows an abilit

Rosenbaum says an IS professional must be able to understand underlying concepts and why the technology is being applied
cautioned against focusing on a single vendor or application. An ability to design solutions is essential.

Trench time and true operational experience is often valued higher than education or certifications. "A CISSP is excellent, but
smarts," says Nick Brigman, Vice President of Product Strategy for Red Siren of Pittsburgh, PA. He places a high value on mil
and training, highly regards a GIAC Security Expert (GSE) from The SANS Institute.

Red Siren looks for job candidates with a deep, diverse background and a clean record. Brigman explained that this is especia
today as organizations are looking into backgrounds of their own employees and vendors.

This economy offers little job security, but it does hold many opportunities for strategically prepared SysAdmins and IS Pros. S
grow in importance, and professionals that combine the right mix of best industry practices, specializations, broad knowledge,
certifications and credentials won't just survive, they may even prosper.

ABOUT THE AUTHOR:
*Jon Boroshok is an accomplished strategist and freelance writer in Groton, Mass. His articles and columns have appeared in*
*The Christian Science Monitor, Crain Communications, ZDNet, CMP Publications, and TechLiving magazine.*

Do you like this tip? Email your opinion or rate the tip:

Rate this Tip:   (bad)   ○    ○    ○    ○    ○   (excellent)     submit
                          1    2    3    4    5

● **Free tips via email**

LATEST TIPS & NEWSLETTERS
>> Keeping your cool during a Windows XP SP2 installation
>> Sharpening up your soft skills
>> Halfway to 2005: Trends to keep watching
>> Web training made easy
>> Remote possibilities -- Separating home and office in your home office benefits everyone

**WHAT'S NEW**
on searchWin2000

1. Visit the new SearchWindowsS
2. Group Policy Learning Guide
3. Visit the NEW Expert Answer C
4. Find for a new job in the career

WIN2000 MARKETPLACE

**Relevant Sponsored Links**

Power PR, Inc.
Generate a Steady Supply of Leads! Catapult your sales w/ Marketing PR
http://www.powerpr.com

Online IT Advertising
Increase your ROI. Reach Technology Buyers.
www.ITtoolbox.com

The PR Guru
Helping the healthcare industry build credibility and trust.
www.prguru.com

Build Your Own Press Kit
Learn how to create low cost press kits to generate free publicity
101PublicRelations.com

Does PR Work?
The truth about Public Relations from leading PR expert
www.CardellMedia.com

HOME   NEWS   TOPICS   ASK THE EXPERTS   TIPS   DISCUSSIONS   WEBCASTS   WHITE PAPERS   PRODUCTS   CAREERS   SITE MA

About Us  |  Contact Us  |  For Advertisers  |  For Business Partners  |  Reprints          SEARCH

SearchWin2000.com is part of the TechTarget network of industry-specific IT Web sites

**WINDOWS**
SearchExchange.com
SearchVB.com
SearchWin2000.com
SearchWindowsSecurity.com
Labmice.net
MyITForum.com

**APPLICATIONS**
SearchCRM.com
SearchSAP.com

**ENTERPRISE IT MANAGEMENT**
SearchCIO.com
SearchSmallBizIT.com

**CORE TECHNOLOGIES**
SearchDatabase.com
SearchMobileComputing.com
SearchNetworking.com
SearchOracle.com
SearchSecurity.com
SearchStorage.com
SearchWebServices.com
WhatIs.com

**PLATFORMS**
Search390.com
Search400.com
SearchDomino.com
SearchEnterpriseLinux.com