

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 in
to 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