



HENK DEN BAES

PASIONATE ABOUT CLOUD &
SECURITY
TRUSTED TECHNOLOGY ADVISOR

WHAT AM I LOOKING FOR?

'Looking for an in depth technical sales role to convince in a passionate way my customers of the value of the unique cloud capabilities.'

WHAT CAN I BRING?

Translating complex technical solutions into comprehensible language for both the decision makers as for the technical hungry person.

Once there is the common understanding I help the customers with the technology mapping to the customer specific situation.

Passion for technology and especially in the cloud, security and identity area.

CONTACT

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EXPERIENCE

TECHNOLOGY ADVISOR MOBILITY + SECURITY, MICROSOFT BELGIUM

FEBRUARY 2015 - NOW

In this technical advisor role, I help Microsoft customers in finding a solution to their security, identity (B2E, B2B & B2C) and mobility challenges. This is a joint effort with the rest of the Microsoft sales team where I own the technical value selling. I'm also involved in marketing events to present at public or community events. Before our sub had a dedicated Windows 10 technical advisor I also helped on the Windows 10 events for delivering sessions on Windows security and management. There are many technologies that are involved in this fast-evolving problem space, making our customers crystal clear how all these technologies work together is my passion and job. Within this role, I also became certified for 'Planning for and Managing Devices in the Enterprise'.

TECHNOLOGY ADVISOR DATACENTER, MICROSOFT BELGIUM

MAY 2008 - FEBRUARY 2015

My responsibilities were positioning to partners and customers the Microsoft's infrastructure solution portfolio. This is a joint effort with the rest of the Microsoft sales team where I own the technical value selling. I'm also involved by marketing to present at public (e.g.: launch of new Windows server...) or community events. Besides on premise solutions the industry moves more and more to the cloud. This makes that most companies need a hybrid solution where both on premise solutions needs to be combined with cloud solutions in Azure (from IaaS to PaaS and SaaS). As an Azure certified cloud architect, I explored together with the customer the best solutions that are future proof for their business. Cloud solutions offer the customer a very scalable solution to meet their swift and ever changing business.

SENIOR TECHNICAL SECURITY CONSULTANT, TELINDUS PROXIMUS BELGIUM

NOVEMBER 2005 – MAY 2008

As senior technical security consultant, I'm responsible in advising clients and assisting our business consultants in application security problems. Although I also have knowledge of network security my focus in this job lies mainly in the application layer, HDD encryption, Host Intrusion Prevention Systems, time-stamping, Web application firewalls, password management system, Single sign on, Identity and access management... Some of my activities are architecting and presenting solutions, answering RFPs for large enterprises or governments, conducting proof of concepts and evaluation of vendor products to be added on the application security portfolio. Some client projects where I was involved were NATO (IDS), Belgian government, utilities sector, banking sector and several European institutions.

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EDUCATION

K.U.Leuven (Leuven, Belgium), Civil
Engineer in Computer Science,
satisfied

Majored in Artificial Intelligence (AI) and machine learning systems. My thesis was finding relevant molecules that could cause cancer based on a database of samples. This data mining challenge was tackled by making use of CLAUDIEN, an inductive logic programming engine that fits in the descriptive data mining paradigm.

KIH (Ostend, Belgium), Industrial
Engineer in Electronics, honors

My thesis was building an echo-canceller chip for the telecommunications industry in different ways to compare different design and production technologies. The goal was to evaluate the different technologies.

Sint-Jozefs college (Tielt, Belgium),
Mathematics and Science, great
honors

SENIOR SECURITY PROJECT MANAGER, CERTIPOST BELGIUM

FEBRUARY 2003 – NOVEMBER 2005

As senior project manager, I report to the complex project business unit manager. I have the responsibility to analyze the requirements, design a solution proposal, set up and roll out mainly security based projects that need components of a Public Key Infrastructure (PKI) and/or Identity and Access Management (IAM). The projects I work on are typically for major clients of Certipost (European institutions, government, federations).

SYSTEM AND APPLICATION ENGINEER, PROXIMUS BELGIUM

APRIL 2001 - FEBRUARY 2003

As PKI system and applications engineer I reported directly to the operational manager which reported to the business manager of the Corporate Data Solutions business unit of Belgacom. My responsibilities were mainly to build a Trusted Third Party (TTP e-trust PKI) service with a high SLA in a Disaster Recovery mode. I was also responsible to pass the external audits of the service. The service could be used as a solution for corporations that prefer PKI as a service. Customers that enrolled to the service were organizations like notaries, lawyer federations, the Belgian eID, European Union immigrations ...

DEVELOPMENT PROJECT LEADER / SSL DEVELOPER, UTIMACO BELGIUM

AUGUST 1998 – APRIL 2001

As SSL developer, I reported towards the development manager of Belgium and occasionally I had to report and discuss the possibilities of the SSL protocol with the CTO in Oberursel (Frankfurt, Germany). As a developer project leader I was reporting to the development manager of Belgium. I was closely working together with both the R&D manager and presales and from time to time I joined the presales at client meetings to better understand and finalize the proposed solution. A remarkable project I was responsible for was to develop a SSL solution that could be integrated in the weak crypto browser distributed within Europe due to the strong crypto export restrictions out of the US at that time. Some customers that used the product were: SWIFT, the European institutions, the Swiss army, CSSF (Luxembourg financial regulator) ...

I was also responsible for our company to follow closely the security standards like:

- TIE (Trust infrastructure Europe): This ended up in my company to be chosen by Europe as the reference PKI vendor. The meetings were held at the Open Group facilities in Reading, England.
- S/MIME: a project where the secure and signed e-mail solution was interoperability tested with several software vendors. The evaluation was

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COMMUNICATION

Together with the Belgian product marketing of Windows and Q365 I have regular talking slots to advertise and convince people on the strengths that Microsoft can deliver on the security frontline. I still have the history of the Forefront products, but I'm happy to tell the Microsoft customers that the current product embedded security is better than bolt on security. I was also talking on big launch events in Belgium when Windows server 2008 and 2012 was launched.

LEADERSHIP

Organized an ethical hacking based security day where it was demonstrated how this spear phishing based attack would have been countered by the many security components offered by the Microsoft EM+S solution.

Help partners with joint customer visits, training/review/advise and help building go to market sales plans with our solutions.

When in competition I try to find where Microsoft and the competitor can achieve a win-win situation in the interest of the customer.

organized by RSA securities at their San Mateo (near San Francisco) facilities in the U.S.A.

SENIOR TELECOMMUNICATIONS CONSULTANT, AMERICAN MANAGEMENT SYSTEMS BELGIUM

AUGUST 1998 – AUGUST 1996

I started with AMS as consultant but due to my exceptional performance I was soon considered as a senior consultant. I reported directly to the client and internally to my team leader. For achievements in the coaching program I reported directly to the Belgian branch manager. My consultancy was mainly in the area of the billing system. In the accounts receivable domain, I corrected - after a month of analysis - a corruption that was existing for already several years in the billing system installed all over Europe. I was also responsible for the coaching program of knowledge transfer.

TEACHING

Teaching has been a long passion. I combined it from 2002 with a full-time job until I joined Microsoft in 2008. At 'GroepT Leuven Hogeschool' I teach the JAVA Web services (Object Oriented Information Systems) course in the 2nd and 3rd year of the Undergraduate program in IT (English & Dutch groups). Besides teaching I also coordinated the JAVA exercises in the 2nd year of the Undergraduate program in IT and gave guidance to students that are working on their thesis during their last year.

REFERENCES

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