

Tolulope Gideon Babajide

Cyber Security Solutions Specialist | AI & Security Automation | Customer Enablement
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PROFESSIONAL PROFILE

Cybersecurity professional combining hands-on security operations experience with pre-sales, technical training, and AI product expertise. Currently working as a Cybersecurity Analyst at Cyblack (UK), conducting vulnerability assessments with Nessus, Burp Suite, and WPScan, deploying enterprise monitoring infrastructure, and translating MITRE ATT&CK-mapped threat findings into board-level recommendations. Simultaneously building live AI-powered SaaS products leveraging LLM orchestration (Gemini, OpenAI) with demonstrated ability to communicate complex security and AI concepts to non-technical enterprise audiences while completing an MSc in Computing (University of Roehampton, 2026). Effective in roles requiring deep technical knowledge, clear customer communication, and the ability to run compelling product demonstrations that convert complex security challenges into practical, actionable solutions.

KEY COMPETENCIES

Cybersecurity & SecOps	Vulnerability assessment (Nessus, WPScan, Burp Suite), MITRE ATT&CK, OWASP, NIST, PCI-DSS, IAM/RBAC, incident response, threat intelligence (OpenCTI, AlienVault)
Product Demos & Workshops	End-to-end technical demonstrations, customer workshops, live proof-of-concept delivery, solution mapping to client requirements
Customer Enablement	Training material creation, onboarding documentation, user guides for non-technical audiences, executive-level presentations, C-suite stakeholder communication
AI, LLMs & Automation	LLM orchestration (Gemini API, OpenAI), prompt injection defence, AI agent pipelines, Python automation, security-aware AI product engineering
Enterprise SaaS	Consultative pre-sales, RFP/RFI drafting, solution design, CRM pipeline management, contract negotiation, multi-stakeholder engagement
Infrastructure & Cloud	Multi-VM environments, Docker, GitHub Actions CI/CD, Zabbix monitoring, Firebase, Railway/Vercel deployment

PROFESSIONAL EXPERIENCE

Cybersecurity Analyst | Cyblack, UK

Oct 2025 – Present

- Assessed client environments using Nessus, WPScan, and Burp Suite; translated vulnerability findings into MITRE ATT&CK-mapped executive summaries for non-technical C-suite and board audiences.
- Managed end-to-end client engagements from initial scoping through to remediation recommendations, building trusted advisor relationships across diverse enterprise environments.
- Deployed Zabbix monitoring across multi-VM enterprise infrastructure and operationalised threat intelligence via OpenCTI with AlienVault connector, shifting clients from reactive incident response to intelligence-led defence.
- Hardened authentication and access control: reviewed IAM configurations, reinforced JWT + RBAC implementations, and developed OWASP-aligned mitigation plans across enterprise environments.
- Created client-facing security reports and remediation roadmaps, consistently adapting technical depth to the audience from engineering teams to executive stakeholders.

Product Engineer | Planacle

Nov 2025 – Present

- Engineered and shipped a production AI SaaS product end-to-end, building deep expertise in LLM orchestration (Gemini AI agent pipeline), prompt injection sanitisation, and security-first API design.
- Developed expert-level product knowledge across a sophisticated multi-feature platform (Schulze voting, Gale-Shapley stable matching, multi-agent AI) and created training documentation enabling non-technical users to adopt complex functionality independently.
- Built token bucket rate limiting, API key encryption, and concurrent request controls to harden the platform against abuse and adversarial inputs.

Full-Stack Developer | Awade (MSc Dissertation)

May 2025 – Sep 2025

- Conducted structured user research with educators across multiple institutions, mapping workflow pain points to platform capabilities through iterative discovery and requirements gathering.
- Presented the platform to academic and institutional stakeholders, communicating complex AI-generated content features to non-technical decision-makers and focusing on adoption impact rather than technical implementation.
- Built comprehensive user documentation enabling educators with no technical background to use advanced AI features independently.
- Built a resilient production system: FastAPI + Python backend, dual AI providers (OpenAI + Gemini), Redis async queue, multi-role RBAC, Docker CI/CD.

Sales Executive | Lifepage Properties and Investments Ltd, Lagos

Oct 2022 – Sep 2024

- Closed over 500M NGN in high-value transactions with 80–90% client conversion rates through consultative, needs-led selling.
- Led and trained a team of independent sales agents, providing direction, materials, and performance accountability.
- Designed data-driven client engagement strategies that improved pipeline efficiency and drove a 20% increase in B2B revenue through targeted commercial partnerships.

EDUCATION

MSc Computing | University of Roehampton, London

Sep 2024 – June 2026

Modules: Software Development, Cybersecurity, Databases, HCI, Research Methods | Dissertation: Awade (AI Adaptive Learning Platform)

BTech Industrial Chemistry | Federal University of Technology Akure, Nigeria *Graduated 2018*

CERTIFICATIONS

- Introduction to Cybersecurity — Cisco Networking Academy (2025)
- Linux Essentials — Cisco Networking Academy (2025)
- Full-Stack JavaScript Bootcamp — GoMyCode (2023)
- Front-End and Back-End Development — Meta, Coursera (2022)
- AWS Certified Cloud Practitioner — In Progress

VOLUNTEERING

Social Research Volunteer | Our Roehampton

Jul 2025 – Present

Supported community impact evaluation for Roehampton Community Weeks. Strengthened skills in research methodology, digital data capture, and teamwork within a diverse community setting.

INTERESTS

Cybersecurity, AI and technology applications | Reading | Swimming | Cycling | Tennis