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Aptitudini principale

Securitate cibernetică
Proposal Preparation
Proposal Generation

Sebastian Ciceu

Principal Computer and Network Infrastructure Engineer at Emerson
Cluj-Napoca, Cluj, România

Rezumat

I was always focused on learning new things that would help develop myself.

That is one of the reason I chose to follow the path of history.

That lead me to accumulate diverse information and helped me enrich my general knowledge.

Pursuing this line, I've joined Asociatia "Gheorghe Sincai" a Studentilor in Istorie,

where I was member for 5 years: 2 years i was president and 1 year financial administrator.

In 2013 I've obtained an Erasmus scholarship for 1 semester at the University of Wroclaw in Poland,

period that introduced me to different cultures and mentalities and I also had the chance to experience

a different type of educational system and another way of seeing history.

The next step in my development was the Phd.

Period that taught me the importance of keeping the deadlines, helped me organize my working space

and offered me the chance to meet amazing people.

Going back through all these steps, I am happy with the choices I made and the result that came out of them.

Experiență

Emerson

4 ani 9 luni

Principal Computer and Network
Infrastructure Engineer

mai 2025 - Present (4 luni)

Cluj-Napoca, Cluj, Romania

As a Principal Computer and Network Infrastructure Engineer within the European Software Deployment Center (ESDC), I am responsible for leading cybersecurity initiatives and ensuring compliance across industrial automation

projects throughout Europe. My role emphasizes strategic support and governance for secure infrastructure deployment.

Key Responsibilities:

Cybersecurity Solutions Oversight: Provide expert guidance on cybersecurity requirements and best practices for Greenfield projects, ensuring alignment with customer expectations and regulatory standards.

Compliance Leadership: Ensure project and infrastructure alignment with key regulatory frameworks, including the NIS2 Directive and IEC 62443, supporting audits, documentation, and internal readiness.

Infrastructure Support: Offer technical leadership and support for computer and network infrastructure across deployment activities, focusing on reliability, scalability, and security.

Proposal & Technical Advisory: Collaborate with proposal and project teams to define cybersecurity scopes, validate technical content, and support accurate effort estimation.

Cross-functional Coordination: Work closely with cybersecurity specialists, project engineers, and lifecycle services teams to ensure consistent and secure infrastructure practices across regions.

Project Scope:

Support for Greenfield projects across Europe, with a focus on cybersecurity compliance and infrastructure readiness.

Advisory support for Brownfield upgrades and small-scale enhancements, helping modernize legacy systems to meet current security standards.

This role requires deep expertise in OT cybersecurity, industrial networking, and regulatory compliance, along with the ability to lead and support complex technical engagements across multiple European regions.

Cyber Security Specialist

decembrie 2022 - mai 2025 (2 ani 6 luni)

Cluj-Napoca, Cluj, România

As a Cybersecurity Specialist within the Lifecycle Services organization, I was responsible for supporting and driving cybersecurity sales initiatives across Europe. My role focused on the development and management of proposals for a wide range of project types, including:

Greenfield Projects: Collaborated with engineering and sales teams to integrate cybersecurity solutions from the ground up, ensuring compliance with industry standards and customer requirements.

Brownfield Projects: Assessed existing infrastructure and developed tailored cybersecurity upgrade proposals to enhance resilience and meet evolving threat landscapes.

Small Projects & Enhancements: Delivered agile and scalable cybersecurity solutions for minor system changes, expansions, and lifecycle improvements.

Key responsibilities included:

Leading the cybersecurity quoting process, ensuring technical accuracy, commercial viability, and alignment with customer expectations.

Developing and maintaining standardized procedures and documentation for cybersecurity proposals, ensuring consistency and compliance across regions.

Acting as a central point of contact for cybersecurity lifecycle services, supporting account managers, proposal engineers, and project teams.

Ensuring proposals reflect current best practices in industrial cybersecurity, including network segmentation, endpoint protection, patch management, and secure remote access.

Supporting internal initiatives to improve quoting efficiency, proposal quality, and cross-functional collaboration.

This role required a strong understanding of OT cybersecurity frameworks (e.g., IEC 62443), Emerson's cybersecurity offerings, and the ability to manage complex, multi-country engagements in a dynamic and fast-paced environment.

Lifecycle Services Proposal Engineer

noiembrie 2021 - aprilie 2023 (1 an 6 luni)

Cluj-Napoca, Cluj, România

Lifecycle Services Sales Support

decembrie 2020 - noiembrie 2021 (1 an)

As a Lifecycle Services Sales Support Specialist, I was responsible for driving quoting activities and supporting sales initiatives for KOB3 opportunities across the UK and Ireland. My focus areas included:

Maintenance, Repair, and Operations (MRO): Delivered timely and accurate quotes for spare parts, services, and upgrades, ensuring alignment with customer maintenance strategies and lifecycle needs.

Long-Term Service Agreements (LTSA): Collaborated with account managers and service teams to develop tailored LTSA proposals, optimizing customer asset performance and lifecycle cost.

Small Projects: Supported the sales cycle for minor capital projects and system enhancements, ensuring technical and commercial alignment with customer expectations.

Key responsibilities included:

Managing quote creation and submission processes using internal tools and systems.

Coordinating with engineering, service delivery, and commercial teams to ensure quote accuracy and feasibility.

Maintaining strong relationships with UK and Ireland sales teams to support regional growth targets.

Ensuring compliance with pricing strategies, margin targets, and lifecycle services standards.

This role required a strong understanding of DeltaV DCS lifecycle offerings, attention to detail, and the ability to manage multiple priorities in a fast-paced environment.

Arrow Electronics

Internal Sales Representative

aprilie 2018 - decembrie 2020 (2 ani 9 luni)

- Manage the overall account relationship by providing strategic service and support to assigned customer base. Maximize margins, gain market share, and drive value added solution selling. Working with internal and external resources, provide customer service often facilitating work of others in quoting, fulfilling demand, ensuring on-time delivery of orders, engaging engineering support, and trouble shooting other customer problems. Function as key liaison between suppliers and customers to build and establish long-term business partnerships for Arrow.
- Responsible for Sales Excellence through the development and management of customer strategy in assigned account territory. Requires thorough knowledge and accountability of channel development framework and asset lifecycle methodology. Capture opportunities through Synergistic products. Drive solutions selling within the approved account level strategy.
- Knowledge of competitive landscape in the market and the ability to make sales decisions based on that information.
- Responsible for on-going Sales Support activities for the Order to Invoice process. Own the customer interface for back-end quality processes: corrective actions, Field Quality Reports. Own the customer interface for important Credit and Financial Information as well as coordination of all available resources and support functions.

- As owner of the overall customer Quote to Order sales objectives, I set strategies, coordinate resources, validate end of life , negotiate pricing and quote mark up, and notify customer of all/any price increases.

Ghid Local Oradea

Editor

iunie 2017 - aprilie 2018 (11 luni)

Oradea, Bihor, România

- Responsible of articles on subjects like: history, architecture or art.

Universitatea „Babeş-Bolyai” din Cluj-Napoca

Researcher

august 2015 - ianuarie 2016 (6 luni)

Cluj-Napoca, Cluj, România

- European program for young researchers
- Study of bibliography
- Research in archives
- Presentation of the research at national and international conferences

H.Essers

Planner

mai 2015 - august 2015 (4 luni)

Oradea, Bihor, România

- Coordinator for the drivers in matters of loading and unloading cargo goods;
- Coordinator for drivers that delivered goods in Romania;
- Responsible for paying the road taxes;
- Logistics and legal support for drivers.

Studii

Universitatea „Babeş-Bolyai” din Cluj-Napoca

Doctorat in Istorie, Istorie · (2014 - 2021)

Uniwersytet Wrocławski

Erasmus, History · (2013 - 2014)

Universitatea din Oradea

Masterat in Istorie, Istorie · (2012 - 2014)

Universitatea din Oradea

