

CHRIS SCHWEICKART

ENTERPRISE CYBERSECURITY SALES EXECUTIVE · NAMED ACCOUNTS · STRATEGIC GROWTH

Dublin, Ohio 614-205-8895 schweick72@gmail.com linkedin.com/in/chris-schweickart-a224366
chris-schweickart.com

PROFILE

Enterprise-focused cybersecurity sales leader with **15+ years of experience driving revenue growth across complex enterprise environments**. Consistently achieved quota goals through strategic account penetration, executive relationship development, and solution-based security positioning.

Extensive experience selling advanced security architectures including **NGFW, SASE, Zero Trust, and SOC-driven solutions** into regulated and compliance-driven industries. Recognized for accelerating pipeline velocity, expanding wallet share, and closing high-value enterprise opportunities.

CORE EXPERTISE

- Enterprise account management
- Strategic prospecting
- Complex deal cycles
- C-level engagement
- Multi-million-dollar pipeline development
- Cybersecurity architecture positioning
- Territory strategy
- Forecasting & CRM discipline
- Competitive displacement
- Compliance-driven security sales (GLBA, PCI, NIST)

EXPERIENCE

MAR 2026 –
PRESENT

Sweet Security

STRATEGIC ACCOUNT EXECUTIVE

- Spearhead cloud-native security adoption within named enterprise accounts, leveraging 15+ years of cybersecurity expertise to drive revenue growth and high-value opportunity closure.
- Partner with CISOs and CIOs to align runtime security and cloud workload protection with corporate risk mitigation and compliance frameworks.
- Orchestrate strategic go-to-market initiatives with key distribution partners and the channel ecosystem to enhance market penetration and scale enterprise deal execution.

2019 –
MAR 2026

Fortinet

ENTERPRISE SALES · NAMED ACCOUNTS

- Managed enterprise named accounts across complex security environments.
- Positioned advanced security solutions including NGFW, SASE, SD-WAN, and Zero Trust architectures.
- Engaged CIOs, CISOs, and executive stakeholders to align cybersecurity strategy with business risk mitigation.
- Built and maintained multi-million-dollar pipeline through disciplined territory planning.
- Leveraged partner ecosystem and distribution to accelerate enterprise deal execution.

2008 –
2019

Cadre Information Security

ENTERPRISE SALES EXECUTIVE

- Multi-year sales leader.
- Drove enterprise cybersecurity sales across regulated industries.
- Led complex solution sales cycles involving advanced threat protection, SIEM, endpoint security, and vulnerability management.
- Developed long-term executive relationships resulting in account expansion and renewals.
- Generated significant new-logo acquisition and expansion revenue through consultative selling methodology.

1995 –
2008

3M

BUSINESS OPERATIONS & LOGISTICS

- Managed operational performance and supply chain execution.
- Developed strong analytical and forecasting capabilities supporting enterprise-level operations.

SECURITY EXPOSURE

NETWORK & ACCESS

- NGFW
- SASE
- SD-WAN
- Zero Trust

DETECTION & RESPONSE

- EDR / XDR
- SOC & MSS
- ATP
- SIEM
- Vuln management

COMPLIANCE

- GLBA
- PCI-DSS
- NIST

DISTRIBUTION & CHANNEL

Ingram Micro DISTRIBUTION	TD Synnex DISTRIBUTION	Exclusive Networks VALUE-ADD
---	--	--

Leveraged distribution and the channel ecosystem to support enterprise opportunity acceleration and competitive positioning.