

Donovan Kelley

CYBERSECURITY & TECHNOLOGY EXECUTIVE · VIRTUAL CISO

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I have spent 25 years turning technology into a business advantage, building the strategy, the teams and the security posture that let organizations move faster with less risk. My career has run through high-growth software, publicly traded insurance, and national manufacturing and distribution.

I can speak to the boardroom and the SOC in the same afternoon, translating technical risk into the business, financial and regulatory terms leaders can act on.

\$700K Reduction in annual technology spend	70% Fewer infrastructure incidents	60% Improvement in audit performance	30 → 5 Days in the sales cycle after a SaaS launch
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Delivered across roughly \$4M in annual technology spend and 19 locations.

CAREER

TODAY

Enterprise Infrastructure, Security & Cloud Leadership

Leads infrastructure, cybersecurity and cloud strategy for a national manufacturing and distribution company. Advises the COO, CFO and private-equity stakeholders on where to invest, what to modernize and how to stay resilient, directing roughly \$4M in annual technology spend across 19 locations. Stood up enterprise AI governance from the ground up.

EARLIER

Director of IT, ConnectWise

Co-built an AWS-based SaaS platform with the engineering team that took a sales cycle from 30 days to five, in a high-growth software business serving managed service providers worldwide.

BEFORE THAT

Publicly Traded Insurance & High-Growth Software

Built and ran infrastructure and security functions under regulatory scrutiny and audit obligation, where the habit of pairing every technical decision with its business consequence started.

CREDENTIALS & COMMUNITY

CISSP

Certified Information Systems Security Professional, ISC² — since 2010

CCISO

Certified Chief Information Security Officer, EC-Council — 2024

B.A.S.

Technology Management & Information Security Assurance

InfraGard

Director of Compliance, regional chapter — FBI and private sector partnership

ADVISORY FOCUS

- Virtual CISO and board reporting
- Maturity assessment, NIST CSF 2.0
- Risk assessment and security roadmap
- Policy and compliance programs
- AI governance and acceptable use
- Vendor and tooling advisory