



Removing the Security Silos: A collaborative approach to enabling agility & productivity

About This Webinar

Cybersecurity has moved from a siloed department to a collaborative exercise across the business.

Join senior Cloudflare leaders Maha Pula (VP, Global Head of Solutions Engineering), Jacqueline Keith (Senior Manager, Security Engagement) and James Chong (Senior Product Marketing Manager) as they discuss the below agenda.

Agenda

- A look at the key shifts in security leadership this year
- From composable to collaborative architecture: strategies to unify the security stack
- Building a business case for security awareness: how to qualify the risks to support the business
- Expanding the “shift left” approach: how to empower employees to solve security challenges



Mahu Pula

VP, Global Head of Solutions - Engineering, Cloudflare

Maha is a Vice President and Global Head of Pre-sales Solutions Engineering at Cloudflare. She is a successful GTM leader with experience in growth and enterprise organizations. She has a strong sales and services career focused on delivery and outcomes. She is highly experienced in growing and scaling technical sales teams to deliver rich buyer experiences and is an expert in designing playbooks focused on customer success and time to value for on-boarding and value realization. She leverages non-selling customer touch points and proactive business reviews to drive land and expand opportunities and predictability around renewals.

She has deep expertise in using a data-driven approach to make operational decisions to better support pipeline and forecast management, ROI, and alignment to business objectives. She is skilled at evaluating sales cycles and developing ways to streamline and shorten the POV process and optimize resource deployment to reduce CAC.

Maha actively works with coaching and mentoring organizations and connects them with internal stakeholders. She is a co-Chair of the Women in Sales Leadership community and a strong advocate of diversity and inclusion by actively engaging in mentoring, training, and supporting D&I mission-critical goals by leading panels and discussion groups. She also often speaks at local

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