

Augusto Morales, Ph.D.

Security Engineering Manager — Office of the CTO | Workspace Security: Email, Mobile & Endpoint
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PROFILE

Security engineering leader with 18+ years across cybersecurity pre-sales and R&D. Currently lead a Security Engineering team at Check Point (US West and Canada) within the Office of the CTO, focused on workspace security — email, mobile, and endpoint — with a consistent record of exceeding New Business targets across roles spanning the US, Mexico, Spain, and Panama. Deep expertise in mobile, email, and endpoint security, and in serving as the bridge between R&D and the field. PhD in Telematics Systems Engineering, CISSP/CCSP, conference speaker with media appearances. Currently expanding into AI security.

EXPERIENCE

CHECK POINT SOFTWARE TECHNOLOGIES — Dallas, TX, US

Manager, Workspace Security Engineering — Office of the CTO

Jan 2026 – Present

- Lead a high-performing Security Engineering team across the US West and Canada, delivering consistent pre-sales execution for workspace security — email, endpoint, and mobile.
- Drive regional sales outcomes in partnership with strategic customers, partners, and sales teams, owning technical win strategy in key accounts.
- Develop engineering talent through focused coaching and mentorship, building the region's technical bench strength.

Endpoint Solutions Technology Manager – Office of the CTO

Feb 2025 – Feb 2026

- Led pre-sales technical strategy for endpoint security across the Southern US, Canada, and LATAM, serving as the senior technical authority in strategic deal cycles. 100% Business target achieved.
- Designed security architectures aligned to customer environments; delivered C-level and technical presentations while acting as field voice to R&D.

Technology Lead, Threat Solutions — Office of the CTO

Nov 2022 – Feb 2025

- Drove sales initiatives and technical strategy in key accounts across the US and Latin America. 100% Business target achieved.
- Led complex architectures and proof-of-concepts for strategic pursuits; delivered executive briefings (EBC) and media engagements.
- Mentored and trained security architects and engineers across the region while channeling field insight back to R&D and product teams.

Security Architect, Threat Prevention – North America

Feb 2021 – Oct 2022

- Drove cybersecurity initiatives and technical strategy in key North American accounts as regional specialist for zero-trust, mobile, endpoint, and cloud security. 100% New Business target achieved.
- Partnered with regional sales on strategic pursuits, delivering C-level presentations and customer/partner training across the threat prevention portfolio.

Mobile Security Architect — North America

Nov 2018 – Jan 2021

- Drove mobile security initiatives and strategy in key accounts across the US and Canada, establishing mobile threat defense as a growth pillar in the region.
- Led technical evaluations and proof-of-concepts; translated emerging mobile threat vectors into board-level business risk for C-level audiences.

Mobile Security Architect — LATAM (Mexico City)

Jun 2017 – Oct 2018

- Led mobile security evangelism across all of LATAM, building market awareness and pipeline for an emerging mobile threat defense category; managed proof-of-concepts end to end.

Security Engineer — Mexico City

Jun 2014 – May 2017

- Primary security architect for major accounts in Mexico City; developed new and existing accounts with sales reps, led RFI/RFP responses, and presented to C-level and technical audiences.
- Mentored and ran workshops for key distributors, partners, and prospects; represented Check Point at regional IT industry events.

UNIVERSIDAD POLITÉCNICA DE MADRID (UPM) — Madrid, Spain

Researcher — Group of Advanced Internet Services

Nov 2008 – Mar 2014

- Designed, built, and deployed next-generation Internet technologies from in-house R&D through to working test-beds; led technical work packages in European/Spanish research projects (Flspace, SmartAgriFood, Mobicome, mIO!, THOFU).
- Researched Publish/Subscribe systems, SOA, and M2M protocols (MQTT) — foundational work for today's distributed and IoT architectures — producing peer-reviewed publications and international conference talks. Taught Java and Android to students and industry professionals.

Visiting Researcher — Ericsson Research, NomadicLab (Finland)

Jul 2010 – Oct 2010

- Researched information-centric networking architectures and the PubSubHubbub protocol under the EU PSIRP project; work contributed to peer-reviewed publications on future Internet architectures.

SOLUCIONES SEGURAS S.A. — Panama City, Panama

Security Engineer

Aug 2006 – Nov 2008

- Designed and implemented enterprise security architectures across Panama and Central America — Check Point and Nokia IPSO firewalls (HA clusters, VPNs), TippingPoint IDS/IPS, Websense/SurfControl, Barracuda, GFI — with hands-on vulnerability assessment and penetration testing. Delivered security training.

EDUCATION

Ph.D., Telematics Systems Engineering — Universidad Politécnica de Madrid, Spain

2014

International Doctorate Mention. Dissertation: "Contribution to integration and coordination mechanisms for mobile distributed services in publish/subscribe networks" (doi.org/10.20868/UPM.thesis.23322)

M.Sc., Telematics Services and Network Engineering — Universidad Politécnica de Madrid, Spain

2010

B.E., Electronics and Communications Engineering — Universidad de Panamá, Panama

2007

CERTIFICATIONS & PROFESSIONAL ACTIVITIES

- ISC2 CISSP • ISC2 CCSP • Check Point CCSM / CCSE / CCSA • EC-Council CEH • CompTIA Security+ / Linux+ • AWS Certified Cloud Practitioner
- IEEE Senior Member (ComSoc / Computer Society volunteer) • Peer reviewer: IEEE Systems Journal, IEEE Transactions on Services Computing, KSII TIS, Network Protocols and Algorithms

SELECTED TALKS, MEDIA & PUBLICATIONS

- Moving Target Defense Implementation for IoT — CPX 2025; Enhancing a Moving Target Defense Solution for IoT Agents with Task Distribution — IEEE ICCST 2025.
- Industry talks: Springfield Tech Squared 2025, CPX 2025, Region One Cybersecurity Conference 2024; Guarding the Gates CPX 2024; mWISE 2023; Data Connectors Dallas 2022; FEI Dallas 2022.
- National media appearances (2026): live nationwide segment on Univision; Telemundo interviews on tax-season and FIFA World Cup cyber scams.
- 15+ peer-reviewed publications on mobile security, publish/subscribe systems, and distributed services. Full list: Google Scholar (<https://scholar.google.com/citations?user=GgFnDU4AAAAJ&hl=en>).

LANGUAGES

Spanish (native) • English (fluent)