

Meet Rohid Sharma!

Client Success Director -
Managed Services,
Cyber Clan

Born in the Philippines, Rohid Sharma moved to Nova Scotia to attend Saint Mary's University and he's been here ever since. Starting at an entry-level business development position, Rohid has moved up to become the Client Success Director at Cyber Clan, working with clients from around the world.

Growing up surrounded by nature, I was always interested in ecosystems – with marine biology being one of my favourite subjects in high school. Like many high school students, my love of physical education made me a competitive individual. I played for the national basketball and soccer teams, and I still enjoy both sports today.

I'd say my technology interests came to fruition when I was in my last year at university. Having a double major in Science, I was interested in technology, but I didn't know where I wanted to be - there are so many companies and so many different things you can do. To be honest, when I graduated university, I took a job just to pay the bills.

It's hard to believe it's that job that led me to the tech field and where I work at now. I started up a conversation with someone while I was working in a hotel, and that person turned out to be the CEO of Cyber Clan. We'd never met before, but he thought I was intelligent and liked the way I spoke. We had dinner, and he offered me a job – he said, "decide by tomorrow night". A guy I had never met, and a company I had never heard of, in an industry I knew little about. I took the chance, and here we are today.

That was three years ago. I started at an entry-level business development position, and I've moved up four times since then, and now I'm a Director. My responsibilities include facilitating our Atlantic Canadian operations and participating on our executive team. Looking forward to five years from now, I would say I want to be right here where I am – it's such an exciting sector.

At Cyber Clan, our culture is truly unique – with over 100 employees, there's a great mix of corporate and personal vibes. It feels like we are family

here, as we all hang out together and have a good time. One of the many great things about my job is the flexibility – I'm not a morning person at all, but I don't necessarily need to work at the office from 9 to 5. In fact, a lot of my job is beyond those hours, which works perfectly for me! Another bonus of my job is the constant learning and participating in the technology space. Technology, especially cybersecurity, is always changing and evolving, as what you're doing today could be changed tomorrow. I'm not the kind of person who likes to do the same thing over and over.

At Cyber Clan, we don't only use technology to do our job, but we use technology to be great at our job. Technically speaking, we break technology – it happens when a company calls and says "hey, can you hack this?" Cyber Clan was founded 13 years ago in Vancouver. Halifax is our newest Canadian office and opened three years ago. We also have three offices in the US, two in Latin America, and we

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opened an office in London, England just last year. Cyber Clan now operates in 20 countries worldwide!

If I've learned one thing in my career, it's that it's important to be open-minded. You should accept that things are not always going to be comfortable and familiar you just never know what opportunities are around the corner. Education is important, but I think the most important thing is flexibility. I find that the most successful people in the world aren't necessarily the ones that have the most education, but they're the ones that have the ability to continue to test themselves.

About Cyber Clan

Cyber Clan (formally Network Test Labs) was founded in 2006 as a cybersecurity consultancy specializing in online gaming. Today, Cyber Clan has a full suite of cybersecurity services and a global reach, operating in 20 countries. Cyber Clan has worked with organizations such as CSIS and the FBI to conduct key malware research.