IVAN NLONDOCK

ACCOUNT EXECUTIVE | CYBERSECURITY • AI SOFTWARE • GRC

Washington, DC | Open to New York City | 202-714-8754 | Ivannlondock@gmail.com

CORE COMPETENCIES

Sales: Full-Cycle B2B Sales • Pipeline Generation • Field Sales • Territory Planning • Market Expansion
Execution: Consultative Discovery • Product Demonstrations • Negotiation • Partnerships • Sales Coaching
Security: CMMC • NIST SP 800-171 • RMF • FISMA • GRC • Risk Assessment • FedRAMP Evidence Review
Tools: Salesforce • LinkedIn Sales Navigator • Apollo • Clay • Instantly

PROFESSIONAL EXPERIENCE

CONTINUUM CONSULTING & SERVICES

Head of Sales | July 2026-Present

• Personally sourced and closed two $50K CMMC engagements, totaling $100K in signed contract value.
• Managed 30-60-day sales cycles with CEOs, CISOs, and IT leaders at defense contractors.
• Translated CMMC and NIST SP 800-171 requirements into business risks and tailored proposals.
• Partnered with technical specialists to validate solution fit and define engagement scope.
• Negotiated pricing and contract terms; coordinated technical teams through onboarding and delivery.

CLASSMATE360

Business Development | AI-Enabled Education Technology | January 2026-July 2026

• Partnered with executives and sales engineers to close five software agreements totaling $150K.
• Prospected for an AI-enabled Student Information System through LinkedIn outreach.
• Conducted discovery and supported demos, evaluations, negotiations, and closing.
• Developed LinkedIn video ads and supported email campaigns to generate discovery meetings.

ARMAVEL LLC - DEPARTMENT OF VETERANS AFFAIRS

Cybersecurity Risk & Compliance / ISSO Support | May 2023-January 2026

• Assessed security risks and controls across federal cloud and on-premises environments.
• Conducted assessments supporting NIST RMF, FISMA compliance, and system authorization.
• Reviewed third-party security practices and FedRAMP-related evidence.

LINDENHAUS

Account Executive | Strategic Partnerships | March 2022-May 2023

• Generated $700K in annual sales; personally acquired 55 healthcare customers across six U.S. markets.
• Designed territory plans, identified target practices, and pursued new geographic markets.
• Visited medical practices in person to build relationships with physicians and practice owners.
• Owned prospecting, face-to-face discovery, demonstrations, negotiations, and closing.
• Secured six- to twelve-month agreements, including three contracts valued at approximately $40K each.
• Hosted Four Seasons dinners and NYC partner events to advance relationships and close deals.
• Built referral relationships with NBA and NFL athletes and representatives for healthcare practitioners.

EDUCO

Head of Sales and Business Development | February 2020-March 2022

• Led a two-person sales team generating approximately $250K in annual revenue.
• Targeted government contractors seeking cybersecurity training and workforce development.
• Oversaw full-cycle sales; coached prospecting and objection handling and refined marketing messaging.

COLLEGE CAMPUS CONCIERGE

Founding Sales Manager and Business Development | March 2014-May 2016

• Expanded campus services across three university markets, contributing to $250K in annual company revenue.
• Negotiated three apartment-building partnerships at the University of Maryland.

EDUCATION & CERTIFICATIONS

M.S., Cybersecurity | University of Maryland Global Campus | 2020
B.A., Sociology | University of Maryland, College Park | 2016
Earned: CISM • CAP / CGRC • CASP+ • Security+ • AWS Solutions Architect - Associate
Additional: Splunk User / Power User / Administrator
In Progress: CISSP • CCSP • CMMC CCP • CCA