

```
sudo nmap -sV -sC -sS  
8.8.8.8
```

By: Mr. Rhomanie Taylor



01001100 01001111 01010100 01010101 01010011

<https://rhomaniertaylor.com>

# What's Next?

Today we are going to talk about some of the things you'll be doing after you leave GT.

- Education Options
  - 4 Years/Universities
  - 2 Years/Technical Schools
    - Bootcamps
    - Self Study
- The Workforce
  - Large Companies
  - Small Companies
    - Startups
- Funding Equity Explained



01001100 01001111 01010100 01010101 01010011

# What's Next?

Today we are going to talk about some of the things you'll be doing after you leave GT.

- Entry Level Positions
  - Technician Roles
  - Help Desk/Tech Support
- Analyst, Auditors, Specialist



01001100 01001111 01010100 01010101 01010011

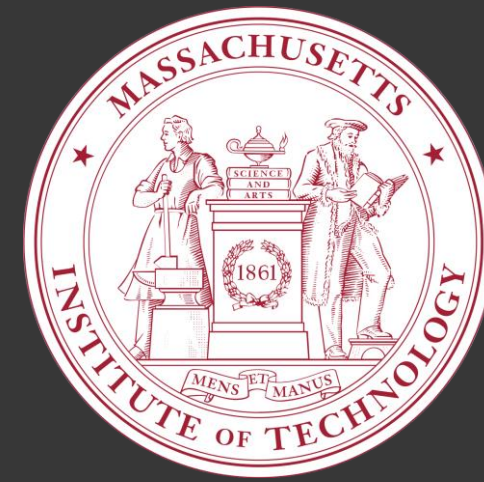
# Education -

“Everybody is a genius. But if you judge a fish by its ability to climb a tree, it will live its whole life believing that it is stupid.” - Albert Einstein

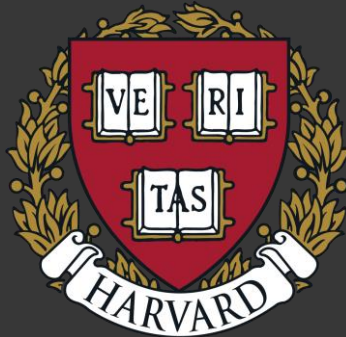


01001100 01001111 01010100 01010101 01010011

# 4 Year Universities



UNIVERSITY OF MIAMI



01001100 01001111 01010100 01010101 01010011

# Universities – Is it worth it

- I don't knock anyone for uni.
- Most expensive
- Longest time
- A lot of planning
- Harder classes (bias)
- Longer projects
- Can hurt if your unsure
- Solely Depends on what you spare.
- Amazing opportunities
- Will be amazing if utilized correctly
- Better in depth projects
- University Connections
- Major insight into internships
- Better social network
- COLLEGE IS WORK, NOT A PARTY
- Tech will allow you to pay off loans



01001100 01001111 01010100 01010101 01010011

# 2 Year Technical Schools



01001100 01001111 01010100 01010101 01010011

# Technical Schools – A degree just because

Some insight, this is what I did, the only reason I did it is because of DE credits.

- Quicker (Obviously)
- Usually less in depth classes
- Less variety in what you can take
- Less student culture
- Less technical school connections
- Even more based on how much you apply yourself
- Typically not a lot of activities.
- Can utilize certification paths
- Tech school professors usually have connections
- You still get A degree of some sorts
  - Don't go for a certificate...
- Mostly going for high-level training
  - Did I mention quicker?
  - Realistically can be done quicker than "2 years"
  - Shows completionism and post-secondary edu
    - Transfer Credits



01001100 01001111 01010100 01010101 01010011



# Bootcamps



PER  
SCHOLAS



GENERAL  
ASSEMBLY



01001100 01001111 01010100 01010101 01010011

# Bootcamps – Work hard, play hard

- As quick as you want them to be
- Bootcamp connections
- Usually linked to recruiters
- Certification/Internship EOP
- VERY similar to GT Cybersec
- Network, network, network
- Cost money
- Is only as valuable as what actions you take
- Can be done as SOON as you get your diploma
- Most are self paced
- Many people get Entry level jobs right after
- Network... LinkedIn... Network...
- Ability to create your own connections
- Tight-knit alumni community
  - Solid projects
  - Act on opportunity



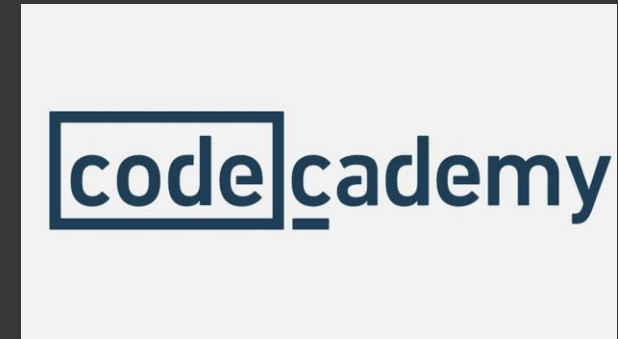
01001100 01001111 01010100 01010101 01010011



Self Study



EC-Council



01001100 01001111 01010100 01010101 01010011

# Self Study – The sky's the limit

- Certifications
- More resources than ever
- YOU have to put in the work
- All about self discipline
- F R E E Resources
- BEST if you can control yourselves
- The second part of what I did
  - Create your own network
- Reach out and join your own communities
- Self study with your friends
- Create and innovate
- Make something tangible
- Use self study as job experience
- Forum pages and Github repos
- Sell yourself
- Be your own motivation



01001100 01001111 01010100 01010101 01010011

# Workforce -

“A 9-5 ain’t corny being broke is” –  
Money Man



01001100 01001111 01010100 01010101 01010011

# Where you work

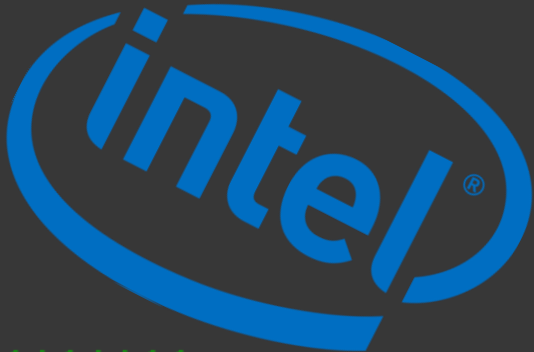
Lets talk a bit about where you work as it has a HUGE impact on pay, work-life balance, job enjoyment, and overall quality. We are going to touch on a few “types of jobs” In terms of the size of the company. These are..

- Large Companies (If you know the name consider it a large company)
- Small/Medium Companies (Most likely M&A companies/ >50-100 employees)
- Startups (<50 employees and you probably don't know them)
- We will also touch on Funding and what it means



01001100 01001111 01010100 01010101 01010011

# Large Companies



01001100 01001111 01010100 01010101 01010011

# Large Companies – Name of the Game

- If you get hired to a FAANG your pretty much set no matter where you start
- Works like, if one was willing to hire you... they all are.
- Not just FAANG, any tech/large company with a name behind it
- EVERY company has a tech department, even logistics such as Maersk(NotPetya)
- The culture, the culture, the culture
- A LOT of these companies will hire fresh out of college (Microsoft notoriously)
- You will certainly get PAID
- In my opinion, your just a number
- Metrics driven almost always
- Set in stone, been around for a long time
- A bit harder to maneuver but sometimes overexaggerated
  - May have "locked in a box" syndrome
  - Need to be up-to-date or be left behind very quickly (especially in tech)



01001100 01001111 01010100 01010101 01010011



# Small Companies

eventbrite

HubSpot

greenhouse

EVERFI



THREAT  
CONNECT™



01001100 01001111 01010100 01010101 01010011

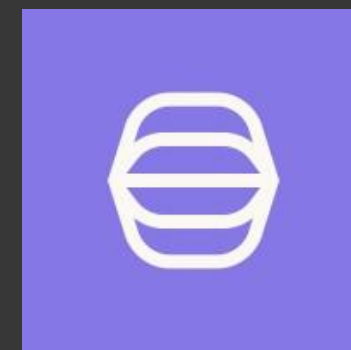
# Small Companies – Quick Jumps

- These are companies probably hitting Series C funding to already IPO/M&A
- IF not ^ they may already have IPO'd or M&A
- ELSE, they're probably not doing too hot and I'd not take the offer
- These are companies where you can definitely job hop, I'll explain
- Have their mind together and have built something that has worked, still open to change
- Early enough to have ownership but not long enough to own for long
- These companies will be more likely to pay the more median salary
- More likely to come with a sign-on bonus than equity but could possibly get both
- Usually SAAS companies
- You still have an opportunity to learn and do a lot without being “stuck in a box”



01001100 01001111 01010100 01010101 01010011

# Startups



01001100 01001111 01010100 01010101 01010011

# Startups – For the long haul

- Maximum amount of freedom
- Least amount of pay
- Companies can be anywhere in between angel investors to Series B
- Most amount of flexibility when it comes to trying every job position
- Probably not a set suite of tools
- YOU WILL MOST LIKELY WORK MORE THAN YOU GET PAID
- Fast, speed, fast, speed
- You figure out quickly if you are a startup person or not
- If you do not believe in the startup... find another company
- Most likely to get ownership and Equity
  - Best chance to get your name on projects
  - A good startup will allow you to grow rapidly



01001100 01001111 01010100 01010101 01010011

# Funding and Equity Explained

- Stages: F&F, Seed/Angel, A, B, C, Maybe D and so forth
- Equity: Shares in the company you have the OPTION to exercise
- Possibly getting a lower salary for equity options
- Cliffs and Vesting periods
- Valuing Equity options
- Equity != Sign on bonus
- The safest time to join a company



01001100 01001111 01010100 01010101 01010011

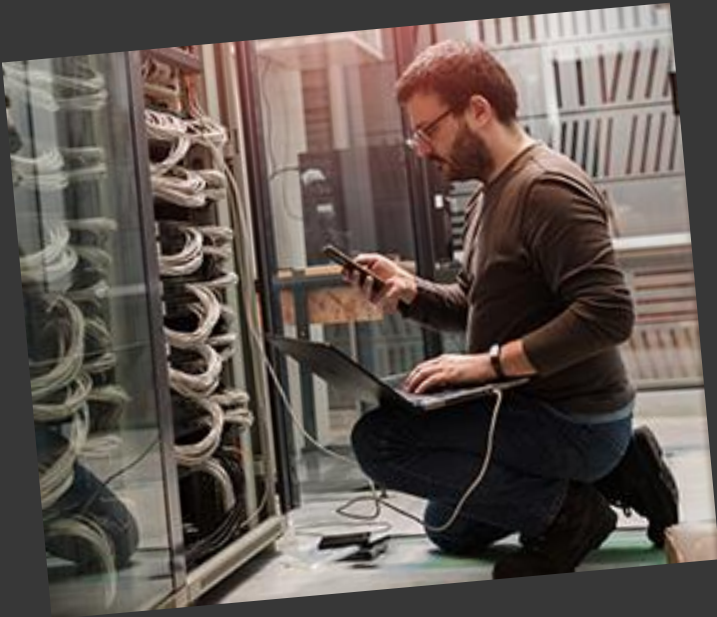
# Entry Level Positions -

“Once you've gotten the job, there's nothing to it. If you're an actor, you're an actor. Doing it is not the hard part. The hard part is getting to do it.” – Morgan Freeman



01001100 01001111 01010100 01010101 01010011

# Technicians



01001100 01001111 01010100 01010101 01010011

# Technician Roles – Entry Level IT

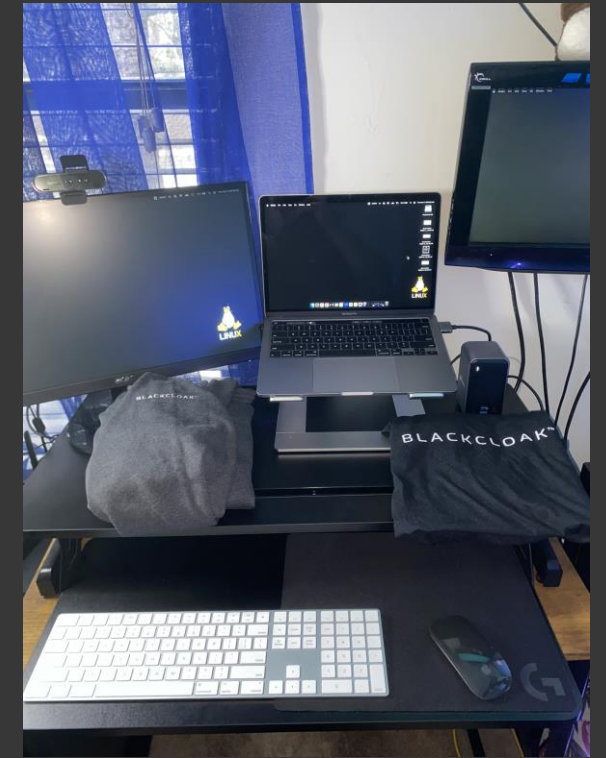
- Roles that will most likely have you hands on
- The entry level role in terms of ALL of tech
- Certainly more technical than a help desk role of any sort
- PLENTY of contracting companies and seasonal jobs, for my schoolies
- Also traveling technician roles but tend to look for more experience
- Mostly dealing with hardware of some sort
- Can get “dirty”
  - Can get a role with no experience easily
  - SELL THIS CLASS



01001100 01001111 01010100 01010101 01010011



# Help Desk/Tech Support



01001100 01001111 01010100 01010101 01010011

# Help Desk – Pivot Capital

- Arguably the easiest job to pivot from
- Help Desk != Call center, don't work at a call center
- Help Desk != Customer Service, don't work customer service
- Help desk is troubleshooting tickets regarding to system issues
- Work with a variety of systems and problems
- Understand troubleshooting and OS's to the tee
- Can move within a company almost anywhere or move out
  - Can argue knowledgebase for engineer/analyst position
  - Might want to couple this with some self study/networking



01001100 01001111 01010100 01010101 01010011

# Analysts, Auditors, Specialists



01001100 01001111 01010100 01010101 01010011

# Analysts – You’ve pretty much made it

- Getting in an “analyst” position is the goal
- It’s considered entry level cyber and goes much further
- Plenty of cyber companies will hire previous analyst
- Have an opportunity to work with a variety of systems and tools
- Learn how to improve the tools you use – Engineer
- Learn how to BUILD new tools – Architect
- Learn how to lead a team of people – Management
  - Learn how to teach and explain the ideas – Consultant
  - Become the go-to individual for questions - Lead



01001100 01001111 01010100 01010101 01010011