

# Women of CyberArk

*Tammy Phan*

*Strategic Account Executive - Canada*



For **Tammy Phan**, Strategic Account Executive - Canada, all roads led to cybersecurity – even with a few detours along the way.

“I didn’t really know what I wanted to do at first when I graduated from school,” explained Tammy. “My background is in nuclear engineering. I interned at a power plant and decided it was not for me, but I found that I really did love the complex nature of technology and the ability to problem-solve as an engineer.”

Tammy soon found work at a Value-Added Reseller (VAR) where she was trained in multiple technologies...including CyberArk solutions. She’s been in the cybersecurity industry ever since, except for a two-year stint in Europe and Asia to pursue a career in fashion.

“It was an interesting time in my life because I had only been exposed to the cybersecurity industry at that point and I felt needed to spread my wings,” said Tammy. “The experience gave me the confidence, passion and drive to commit myself that much further to my cybersecurity career. In the end, all roads led back to cybersecurity!”

## **Teamwork and trusted experts**

Tammy joined CyberArk in 2022 after a former customer encouraged her to apply. In her current role, she manages strategic accounts for East Canada and loves working “with brands and companies that affect every Canadian on a day-to-day basis” and collaborating with her colleagues.

“Not only do I have a fantastic team here locally, but I very rarely ever hear the word, ‘no’ when there’s a problem to be solved. Instead, we ask how we can put our heads together to find an answer. That willingness to always come together as a team and have fun doing it is one of the things that I love the most about working here,” said Tammy.

That teamwork led to one of her proudest moments at CyberArk. When a major Canadian bank was migrating from a traditional self-hosted PAM to CyberArk’s Privilege Cloud, the project faced some difficult moments. But according to Tammy, that’s where the team truly excelled.

“The whole experience reiterated why I love working here. It reinforced the mentality of ‘let’s get together and figure out how to do the right thing for our customer,’” said Tammy. “We were transparent with the customer; they really got to see us shine and work as a team. Now, they know that we’ve got their back if any issues arise and that they can trust us.”

“Tammy embodies our ‘Trusted Expert’ core value,” said **Jeff Boutilier**, District Sales Manager - East Canada. “I can’t count how many times some of the largest Canadian banks and insurance companies have mentioned how much they trust her to keep them up to date on the latest developments in our industry. Tammy leads by example and motivates everyone on the team with her hard work and by always going above and beyond for our customers. She’s a special person and I’m glad she’s part of our organization.”

### **Listening and being a superhero**

For Tammy, success comes back to one’s willingness to listen and learn.

“I’d advise people not to turn down the opportunity to listen to somebody and learn their story. You never know what you’re going to learn or pick up from it. You can find an ally in almost anybody if you’re willing to give them a chance and the opportunity. I’ve found some of my strongest allies where I least expected it!”

So, after a career spanning nuclear engineering, fashion, and cybersecurity, what is it that she finds most fulfilling about her cybersecurity career?

“We have a very interesting view of the world in cybersecurity,” said Tammy. “We’re like superheroes – we get to work alongside some of the largest organizations in the world to protect people’s data against the bad guys. That’s a pretty cool job!”