

AARON PAIT

EXECUTIVE OPERATOR | STRATEGY | TRANSFORMATION | TECHNOLOGY-ENABLED OPERATIONS

Eastern North Carolina / Raleigh-Durham | 252.904.7163 | aaron@aaronpait.com | linkedin.com/in/AaronPait

EXECUTIVE SUMMARY

Enterprise operator with 20 years leading through complexity across Salesforce, global healthcare, consulting, and the United States Marine Corps. Former Chief Information Officer and Chief Information Security Officer with direct accountability for people, budget, platforms, vendors, risk, and transformation across 15+ countries. Open to the strongest executive-level fit with meaningful decision rights and measurable enterprise outcomes.

OPERATING SCALE

Leadership scope includes a \$400 million international healthcare provider, approximately 2,500 employees across 15+ countries, and an approximately \$3 million operating budget.

PROFESSIONAL EXPERIENCE

SALESFORCE | Remote

Principal Business Information Security Officer, GovCloud / MissionForce / Public Sector | Mar 2025-Present

- Serve as enterprise risk and compliance advisor to senior leaders across Salesforce's federal portfolio, translating Federal Risk and Authorization Management Program, National Institute of Standards and Technology, and Department of Defense requirements into business guidance for product, engineering, compliance, legal, and go-to-market teams.
- Align cross-functional stakeholders around risk decisions, control design, access governance, and execution priorities in highly regulated government cloud environments.
- Build operating mechanisms that reduce organizational friction while preserving the authorization posture required to serve federal customers.

SALESFORCE | Remote

Principal Security Engineer, Government Cloud Systems Security | Nov 2022-Jul 2024

- Selected as the first Principal Security Engineer in Government Cloud Systems Security, chartered to connect the business unit with Salesforce's enterprise security organization.
- Produced executive risk assessments and recommendations that informed investment, prioritization, and secure delivery decisions across government cloud operations.

AMI EXPEDITIONARY HEALTHCARE | Reston, VA

Chief Information Officer & Chief Information Security Officer | Apr 2021-Oct 2022

\$400M international healthcare provider operating across 15+ countries

- Selected as the first Chief Information Officer and Chief Information Security Officer for a \$400 million international healthcare provider; reported directly to the Chief Executive Officer and Board.
- Owned an approximately \$3 million operating budget, enterprise platforms, technology procurement, vendors, and a multidisciplinary team supporting approximately 2,500 employees across 15+ countries.
- Built the enterprise technology, security, and compliance operating model from inception, aligning Legal, Human Resources, Facilities, Finance, and Operations around governance and measurable accountability.
- Established the measurement and reporting cadence that drove a 67% measured risk reduction.
- Consolidated five operational applications onto one Salesforce platform, delivering a 15% efficiency gain and \$100K+ annual run-rate savings.

PROFESSIONAL EXPERIENCE CONTINUED

COGNIZANT | Raleigh, NC

Senior Strategy Consultant, Digital Strategy Practice | Jan 2020-Apr 2021

- Led technology diligence and integration strategy for private equity and multinational clients, assessing risk, operating-model gaps, technical debt, and post-close value-creation priorities.
- Designed target operating models and platform-rationalization roadmaps that informed integration sequencing, capital allocation, cost takeout, and organizational readiness.
- Delivered an information technology operating-model redesign that identified more than \$3 million in cost savings.

AON CYBER SOLUTIONS | Enterprise consulting

Senior Security Consultant, Proactive Services | Prior to Cognizant

- Advised enterprise clients on operating risk, control gaps, incident readiness, and program maturity, using military counterintelligence experience to bring an adversarial perspective to executive decisions.

UNITED STATES MARINE CORPS | Worldwide

Strategic Counterintelligence Case Officer / Scout Sniper | 2006-2018 | 12 years

- Led 76 intelligence professionals and complex missions across distributed, high-consequence environments where judgment, trust, and disciplined execution were nonnegotiable.
- Conducted strategic counterintelligence and human intelligence operations supporting national-security priorities and sensitive defense technology programs.
- Selected at age 26 for the Department of Defense's premier offensive counterintelligence credentialing program, one of 60 annual seats across the department.
- Graduated Marine Scout Sniper School at age 20 as one of three distinguished graduates from an initial 36-person class.

BOARD AND FIDUCIARY LEADERSHIP

SCOUT SNIPER ASSOCIATION: Treasurer, Chief Financial Officer, and Director (2024-2025); owned budgeting, financial reporting, Board presentations, external Certified Public Accountant coordination, and resource allocation for the nonprofit.

AMI GLOBAL ASSISTANCE: Founding board member who helped shape strategy, operating discipline, and stakeholder alignment as the business surpassed \$1 million in annual revenue within its first year.

EDUCATION

DUKE UNIVERSITY, THE FUQUA SCHOOL OF BUSINESS: Executive Master of Business Administration candidate, Class of 2028

NORTH CAROLINA WESLEYAN UNIVERSITY: Bachelor of Science, Accounting, with Honors, 2025

SELECTED CREDENTIALS

National Association of Corporate Directors Directorship Certification; Certified Information Systems Security Professional; Certified Information Security Manager; Global Information Assurance Certification Strategic Planning, Policy, and Leadership; Scaled Agile Framework Practice Consultant