

Joe Nestor, Sr. Business Development Manager, Tenable Network Security

Immediately upon graduation from Vanderbilt University, Joe Nestor obtained commission and entered the Navy Nuclear Power Program where he obtained my Naval Nuclear Power Plant Operator certification. Upon arrival at the first duty station, Kings Bay, GA, he was assigned to the Naval Submarine Support Center where he supported Supply and Logistics efforts for the Naval Submarine Squadron on base. His naval career concluded with another change, this time becoming an Intelligence Officer supporting detainee operations in Baghdad, Iraq. Upon completion of his tour of duty, he transitioned in to the defense contracting community (BAE Systems), providing direct support to an intelligence customer focusing on counterterrorism. As his role grew at BAE Systems headquarters, he took on a portfolio manager role - overseeing execution of a \$1.3B book of business and supporting growth efforts for a number of large programs servicing the Defense Intelligence Community. After seven years at BAE Systems, he transitioned over to Booz Allen Hamilton to serve in an industry outreach and capture support role for their DoD and Cyber Security business units. Nestor eventually began specializing in the Cyber Security domain for Booz Allen and took on a role of Relationship Management for Booz Allen and their Cyber Security Technology Partners. In February of 2016 he arrived at Tenable Network Security in a Sr. Business Development Manager role for the Federal Business. In this role he is responsible for developing, nurturing and managing partnerships with companies within the Federal System Integrator community who are part of the broader Tenable strategy for growth and enhancement of the customer mission support efforts within the Federal government.