

# Career Transition Plan Demo -- SPOTO

## 1) Candidate Profile & Goals

**Age:** 31-35

**Location:** Ontario, Canada

**Current role:** Project Manager (IT/Networking)

**Experience:** 3-5 years

**Certifications:** PMP

**Strengths:** Networking, Cloud, Security, Problem-solving, Analytical skills

**Learning time:** 5-10 hours/week

**Preferred format:** Live online classes

**Motivations:** Career advancement, Higher salary

**Holland Code:** ASE (Artistic, Social, Enterprising)

## 2) Key Career Paths (Best Fit)

### 1. Cloud / Solutions Architect (Azure)

- Direct bridge from networking + PMP into design and customer-facing leadership.
- Strong demand in Ontario; high salary ceiling; skills transferable to security and pre-sales.

### 2. Cybersecurity - Cloud Security / SecOps

- Builds on networking fundamentals and analytical problem-solving.
- Clear progression from SecOps/analyst to Security Engineer/Architect; resilient job market.

### 3. Technical Product / Solutions Consultant

- Aligns with ASE profile: creative demos, stakeholder leadership, and persuasive communication.
- Combines technical depth with business impact; common path from PM to pre-sales/solutions.

## 3) Certifications & Training (Live-Online Friendly)

### Cloud / Solutions Architect (Azure)

Paid (live online):

- SPOTO: Azure Administrator Associate exam prep .
- SPOTO: Azure Solutions Architect Expert exam prep .

Free / Introductory:

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- Microsoft Learn - Azure Fundamentals learning path.
- Azure Architecture Center - reference designs and best practices.
- GitHub Actions + Azure: CI/CD sample projects.

### **Cybersecurity (Cloud Security / SecOps)**

Paid (live online):

- SPOTO: CompTIA Security+ exam prep .
- SPOTO: Azure Security Engineer Associate exam prep.
- Optional vendor tracks: Fortinet network security or Palo Alto Networks firewall courses.

Free / Introductory:

- Microsoft Learn - Security, Compliance, and Identity fundamentals.
- Hands-on: Microsoft Defender for Cloud and Microsoft Sentinel labs (free tiers).
- OWASP Top 10 practice labs and threat modeling exercises.

### **Technical Product / Solutions Consultant**

Paid (live online):

- SPOTO: ITIL 4 Foundation exam prep.
- Optional: Business analysis or product discovery workshops (live online).

Free / Introductory:

- Atlassian product discovery tutorials and solution demo templates.
- Intro to product management and discovery (free MOOC intros).

## **4) Next Steps - 6-Week Plan (5-10 hours/week)**

| <b>Week</b> | <b>Focus</b>           | <b>Specific Actions</b>                                                                                                                                                                                                                                                                                                                        |
|-------------|------------------------|------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------|
| Weeks 1-2   | Explore & validate fit | <ul style="list-style-type: none"> <li>- Cloud: Complete Azure Fundamentals modules and build a simple resource group + VNet + VM.</li> <li>- Security: Do SC-related fundamentals, enable Defender for Cloud in a sandbox, review alerts.</li> <li>- Solutions: Watch 2-3 pre-sales demos; shadow a discovery call; draft a 1-page</li> </ul> |

|        |                           |                                                                                                                                                                                                                                                                                                                                             |
|--------|---------------------------|---------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------|
|        |                           | problem statement.                                                                                                                                                                                                                                                                                                                          |
| Week 3 | Commit & enroll           | <ul style="list-style-type: none"> <li>- Choose ONE path; enroll in the live-online cohort.</li> <li>- Set a study cadence: two 2-hour sessions + one 3-4 hour weekend block.</li> <li>- Define a capstone project aligned to the path (see below).</li> </ul>                                                                              |
| Week 4 | Deepen hands-on skills    | <ul style="list-style-type: none"> <li>- Cloud: Design a secure 3-tier reference on Azure (hub-spoke, identity, policies).</li> <li>- Security: Create a Sentinel workbook, write 2 alert tuning rules, baseline hardening policy.</li> <li>- Solutions: Prepare a demo script and slide deck; conduct a mock discovery session.</li> </ul> |
| Week 5 | Portfolio & feedback      | <ul style="list-style-type: none"> <li>- Document architecture diagrams/runbooks in a GitHub repo.</li> <li>- Get expert feedback from mentors/peers; iterate on gaps.</li> <li>- Update resume and LinkedIn with outcomes, metrics, and stack.</li> </ul>                                                                                  |
| Week 6 | Applications & interviews | <ul style="list-style-type: none"> <li>- Apply to 6-10 roles; tailor resume per posting.</li> <li>- Practice whiteboard and scenario interviews; conduct 2 mock interviews.</li> <li>- Line up 2-3 references; request endorsements on LinkedIn.</li> </ul>                                                                                 |

## 5) Capstone Projects (Choose one)

### Cloud Architect (Azure):

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- Design and deploy a secure 3-tier web app on Azure with hub-spoke networking, NSGs, Azure Firewall, Azure AD-based access, Policies, and cost management. Include an architecture diagram and a deployment script (Bicep or Terraform).

#### **Cloud Security / SecOps:**

- Harden an Azure subscription; enable Defender for Cloud; onboard logs to Sentinel; create one incident workbook, two detection rules, and a response playbook.

#### **Technical Product / Solutions Consultant:**

- Write a 1-page PRD, a discovery call script, and a demo of a networking/cloud feature; present metrics for success and a GTM outline.

### **6) Skills Gap Checklist (Targeted)**

- Cloud: IAM (Entra ID/Azure AD), VNet design, Policies/Blueprints, IaC (Bicep/Terraform), cost governance.
- Security: Identity & access hardening, threat detection (KQL basics), incident response runbooks.
- Solutions: Discovery questioning, value mapping, demo storytelling, competitive handling.

### **7) Target Roles & ATS Keywords**

- Roles: Cloud Solutions Architect, Azure Administrator, Cloud Security Engineer, SecOps Analyst, Solutions Consultant / Pre-Sales, Technical Product Specialist.
- Keywords: Azure, VNet, IaC, ARM/Bicep, Terraform, Identity, Sentinel, Defender for Cloud, Zero Trust, ITIL, ServiceOps, Pre-sales, Discovery, Solution Design.

### **8) Interview Prep Topics (Practice)**

- Design: Build a scalable, secure Azure web workload; justify network segmentation and identity controls.
- Security: Walk through triaging a Sentinel incident and improving signal-to-noise ratio.
- Tradeoffs: Cost vs availability vs performance; when to use PaaS vs IaaS.
- Stakeholder: Run a 30-minute discovery; craft a crisp problem statement and success criteria.

### **9) Resume & LinkedIn Updates**

Headline examples:

- Aspiring Cloud Solutions Architect | PMP | Networking-to-Cloud Transition
- Cloud Security Engineer (Azure) | PMP | Building Sentinel + Defender Projects
- Technical Solutions Consultant | IT/Networking PM -> Pre-Sales | ITIL

Experience bullets (use metrics):

- Led migration planning for X apps; reduced monthly cost by Y%.
- Coordinated cross-functional delivery for Z networking upgrades with 0 downtime.
- Authored runbooks and diagrams consumed by N teams; cut MTTR by M%.

## 10) Clear Recommendation (Start Here)

**Primary path:** Cloud / Solutions Architect (Azure).

Rationale: Highest salary potential, strong Ontario demand, and strongest alignment with your networking + PMP foundation. It also keeps the door open to pivot into Security Architect or Solutions Consulting after 6-12 months.

## 11) Success Metrics & Milestones

- 4 weeks: Capstone design drafted; 2 Azure labs completed; study cadence established.
- 6 weeks: One portfolio project published; resume/LinkedIn updated; 6-10 applications sent.
- 12 weeks: One certification exam completed; two interviews completed; feedback-based iteration.