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The Identity Security Company ™

Women
of CyberArk

Sowmya Vijaydev

Senior Manager - Business Transformation Office (BTO) Core Services

For **Sowmya Vijaydev**, Senior Manager - Business Transformation Office (BTO) Core Services, a career in cybersecurity was a natural fit.

"I've always been fascinated by how technology can transform businesses, and shape the future," said Sowmya, who first worked in sales and operations for several technology companies. "As I advanced in my career, I saw the critical role cybersecurity plays in protecting our data and systems. I wanted to be part of a company that had a global impact on safety and security. Cybersecurity's ever-evolving nature creates challenges and opportunities that I find incredibly motivating."

Sowmya joined CyberArk in June 2023, supporting Revenue Operations, Go to Market (GTM) Operations, GTM Enablement, Proposal and Bid Management, Renewal Support, Services Operations, Business Intelligence, and Global Training and Education Services. In her role, she builds and leads the BTO team in India – an experience she calls "the most rewarding of my career." Beginning with a team of five, they've grown to more than 20 members in the past year and a half.

"This has been the most impressive and fast-paced expansion in my 20-year career," shared Sowmya, who works in our Hyderabad office. "I'm incredibly proud of my team and what we've accomplished in such a short time. Our contributions support CyberArk's success, as we team up across the global BTO team, enhancing and refining processes and identifying new opportunities to introduce automation and machine learning into our work."

Sowmya's approach (and BTO's growth in India) has not gone unnoticed by her manager, **Spencer Cutting**, Senior Director, GTM Enablement and Core Services.

"You cannot imagine the effort it takes to build a new team from scratch -- unless you've done it. Sowmya's team works flawlessly together and is delivering key results," said Spencer.

"Sowmya has created a positive environment where people can do their best work and access training and professional development opportunities," continued Spencer. "She's confident, credible, and creative and she's always willing to learn something new or take on a new responsibility."

Embracing Growth

It's clear that continuous improvement is a guiding principle for Sowmya and has been since her first day at CyberArk.

"I connect with my stakeholders to familiarize myself with all aspects of my team's work. This helped me understand the process, goals and needs of each team and how I can best support them. And my team knows that I'm here to coach them, so they can continue to fulfill their potential."

Sowmya also enjoys partnering with a diverse group of colleagues, embracing the opportunity to learn from them.

"I have opportunities to collaborate with colleagues around the world. Understanding different perspectives helps me think differently about the best solutions. I know a lot – but I certainly can't know it all," said Sowmya.

When asked who inspires her and her dedication to continuous improvement, Sowmya credits her mother for "teaching me the value of hard work, resilience, and never settling for anything less than my best."

"My mother has always been my greatest supporter. She raised me as a single mother after my father passed away, and her strength and determination have been a continuous source of inspiration. The example she set in both her personal and professional life has laid the foundation for my own achievements. I am who I am today because of her, and for that, I will forever be deeply grateful."

Keep Learning – and Ask for Advice

"One thing I've learned from one of my own mentors is the importance of asking for advice," reflected Sowmya. "I still consult him for advice and apply other's feedback to help me create even better ideas."

"I think women can be discouraged from pursuing a career in cybersecurity, as it has a reputation for being s a male-dominated industry," continued Sowmya. "When I first began my career, I struggled to assert myself in a predominately male workplace. To keep growing and build my confidence, I actively sought women mentors in my field; I encourage any women working in cybersecurity to do the same. Join a networking group, reach out to someone on LinkedIn – your perfect mentor is out there."

"My final piece of advice," said Sowmya, "is to always pursue learning. Make time to focus on your development and find ways to step out of your comfort zone. Growth happens when you challenge yourself. Stretch yourself: raise your hand to lead a project, learn a new skill, speak up in a meeting – it helps you grow. Not all things may be smooth at first, but each new challenge or risk brings you closer to success."