

Alexander Linschoten

CTO | Start-ups & Scale-ups
Generative AI, Cybersecurity & Digital Resilience



AI-focused CTO & co-founder with 15+ years building and scaling platforms for start-ups and scale-ups across cybersecurity, GRC, and IT infrastructure. I apply generative AI to create secure, scalable products for SME and enterprise markets, from greenfield MVPs to high-reliability services. As a hands-on technology leader, I align product, architecture, and teams to turn complex risk, compliance, and security challenges into high-impact solutions.

Work Experience



Cyber Monks
CTO & Co-Founder
2022 – Present

- Lead technology, product and AI strategy for a cybersecurity scale-up, building secure, scalable platforms and SME-focused services in close partnership with Mastercard.
- Co-created and executed the joint product and technology roadmap, acting as a trusted advisor on cybersecurity and AI while aligning platform capabilities with SME go-to-market objectives and growth strategy.
- Architected and delivered a marketplace platform and AI-driven cyber risk reporting engine, including an ML-based risk grading system that transforms complex security telemetry into clear, actionable business insights for non-technical stakeholders.
- Played a key role in fundraising efforts, supporting seed-stage investment by shaping the technical narrative, defining the product vision, and engaging directly with investors to communicate architecture, scalability, and long-term innovation strategy.
- Build, scale, and lead cross-functional teams spanning engineering, data/AI, delivery, and support, fostering a high-performance culture and embedding secure SDLC, DevSecOps practices, and automation across the organization. Successfully led a team of 10 engineers to deliver robust cyber platforms on time and at quality, supporting rapid business scaling.



LRQA
Lead Auditor
2019 – 2023

- Conducted accredited audits against ISO 27001, ISO 9001, NEN 7510 and ISO 27701 for clients across multiple sectors, assessing control effectiveness and certification readiness.
- Worked in a freelance capacity, delivering independent, accredited information security audits for a broad range of clients.



Secuval
CTO & Co-Founder
2017 – 2022

- Led technology strategy and delivery for fully managed cybersecurity services, mirroring attacker behavior to proactively strengthen customers' digital resilience.
- Integrated AI/ML into monitoring and operations and established scalable service processes suited to a start-up/scale-up environment.
- TPRM cyber-risk expert, advising and leading third-party risk processes and guiding large enterprises on assessments and tooling.



Zettastor
Manager Operations
2016 – 2017

- Managed day-to-day operations across inside sales, finance, marketing, legal and back office while co-shaping the ZettaCloud backup/archiving and storage services roadmap.
- Streamlined the full business cycle from lead generation to service delivery, improving operational efficiency and customer experience in enterprise storage services.
- Led cross-functional team of 15 (support, ops, IT, dev) to scale operations.



Zettastor
Manager Services
2015 – 2016

- Managed the Support and Remote management team, setting up routines and tooling to hit SLAs and maintain high customer satisfaction.
- Fostered a collaborative, learning-oriented support culture, improving incident handling and knowledge sharing across the team.
- Led 8-person team (support/IT/dev) scaling to €6M ARR.



Zettastor
Previous Roles
2011 – 2015

- Delivered technical consulting & hands-on implementations for enterprise storage/backup solutions, translating customer needs into reliable designs and deployments.
- Built frontline support & scalable processes for early customers, formalizing documentation that grew with the business.

AI & Cybersecurity Products Built

- **Heartbeat Sensor** – Real-time cyber posture and controls monitoring for SME and mid-market environments.
- **Cyber Marketplace** – B2B platform bundling curated cybersecurity services and products for SME and enterprise customers. – Built subscriber base to 5,000 for managed cybersecurity services, driving recurring revenue growth.
- **Cyber Risk Report Generator** – Scalable AI-driven engine generating up to 2M cyber risk reports per month with clear, business-friendly insights.
- **Managed Cyber Security Services** – Portfolio of managed detection, response and advisory services built for recurring revenue and repeatable delivery.
- **ML Cyber Risk Grading** – Machine-learning model and process that converts technical telemetry into simple risk scores and prioritised actions.
- **CRM & Marketing Automation** – AI-driven internal CRM and marketing automation stack improving lead management, campaigns and customer touchpoints. – Boosted sales and market outreach capacity by 60% through AI-driven CRM and automation.
- **Security Roadmaps & Studies** – Structured research, assessments and multi-year cyber roadmaps tailored to client risk profiles and regulations.
- **ZettaCloud** – Managed cloud backup and archiving platform for enterprise storage and data protection workloads. ZettaCloud scaled to €4.5M in ARR under my operational leadership.

Core competencies

- Generative & Applied AI
- Start-up & Scale-up Leadership
- Strategic Co-Founder & Board Leadership
- Cybersecurity & Managed Security Services
- Familiarity with a broad range of technologies and infrastructures
- GRC, ISO 27001, Risk & Compliance
- Cloud & Infrastructure Architecture
- Product Strategy & Roadmapping
- SME & Enterprise Solutions focused
- Data-driven Decision-Making & KPIs
- Stakeholders & Partner Management

Languages

- Dutch – Native
- English – Fluent

Education & Certifications

Education

- Hogeschool van Amsterdam – Bachelor degree, International Business Management (2011 – 2015) – pursued while founding Zettastor
- St. Vitus College Bussum – Higher General Secondary Education, Economics


Certifications


- CommVault V11 Certified Master
- CommVault Solution Architect
- ISO 27001 Lead Auditor – Information Security Certification
- ISO 9001 Lead Auditor – Information Security Certification
- ISO 27701 Lead Auditor – Information Security Certification
- NEN7510 Lead Auditor – Information Security in Healthcare


Hobbies & Interests

- Start-ups, scale-ups & entrepreneurship
- Exploring new technologies, AI, innovations, and emerging platforms
- Gaming, with an interest in strategic and immersive titles (e.g. Dune)
- HIT trainings & Strong Viking races
- Scuba diving (Level 2 certified)
- DIY/ home improvement projects

Contact Information

 +31 6 22 99 21 70

 CV@alinschoten.com

 [linkedin.com/in/alinschoten/](https://www.linkedin.com/in/alinschoten/)