Plamen Botev

Sales Development Representative candidate, cybersecurity www.plamenbotev.uk/#work

Customer-facing professional moving into cybersecurity sales. I bring ten years of hospitality experience and independent security research on public bug bounty programmes (HackerOne, Bugcrowd, Immunefi). I haven't worked as an SDR yet. To prepare, I built CyberProspect AI, an account research tool, and used the same method to research Aviva as a worked example.

Experience

Independent security researcher

Authorised public programmes on HackerOne, Bugcrowd and Immunefi

- Researched 15+ public programmes across web apps and APIs, mobile, smart contracts, blockchain consensus layers and iOS device-restore software.
- Wrote evidence-led reports for busy, sceptical security teams. One report accepted and rewarded.
- Learned how security teams triage: what they act on, what they reject and why.

Owner, phone repair business

Self-employed

- Run the whole customer cycle myself: finding customers, quoting, repairing and following up.
- Explain technical faults in plain language so customers can decide quickly.

Hospitality, customer-facing roles

- Ten years of front-line service in busy, team-based venues.
- Resolved customer complaints and difficult situations while maintaining positive relationships.
- Built repeat business by remembering people and what mattered to them.

What transfers to an SDR role

Discovery and listening: finding out what guests really needed.

Building trust: repeat guests, and repeat customers in my repair business.

Objection handling: complaints handled face to face.

Working under pressure: busy services with a team relying on me.

Account research: bug bounty work starts with understanding the company.

Explaining technical ideas: security reports and customer repairs.

Customer skills

Discovery conversations

Active listening

Objection handling

Account research

Rapport and follow-up

Clear written outreach

Security

Web, API and mobile testing

Burp Suite, Caido

Smart contracts (Foundry)

Wazuh detection lab

Linux (Ubuntu), Qubes OS

Technical

TypeScript (Next.js)

Python, PowerShell

SQLite

Learning C and C++

Education

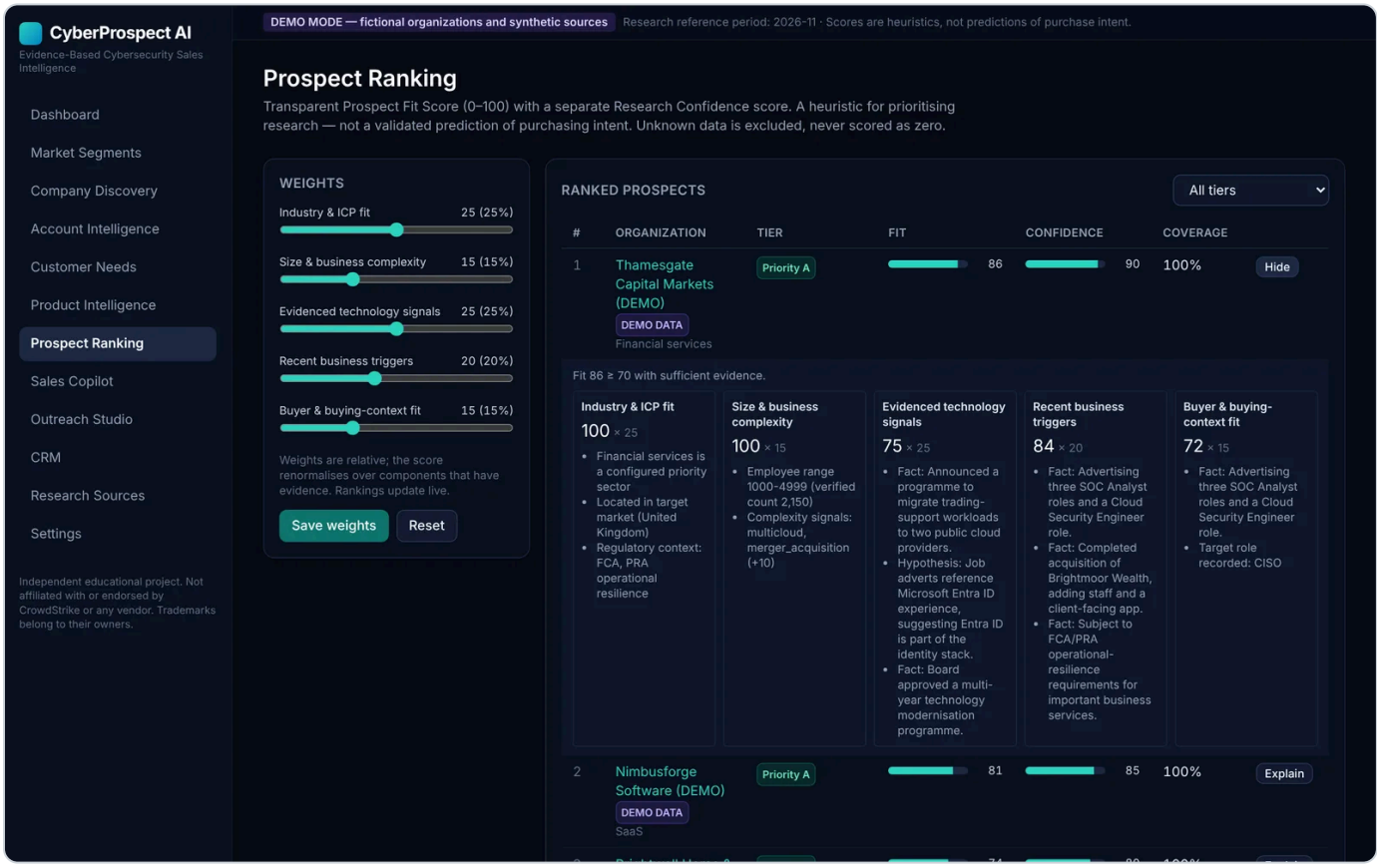
BSc International Tourism and Hospitality Management

Project management, short course

Featured project: CyberProspect AI

An account research tool I built to prepare for SDR work. It runs locally; demo available on request.

- Researches and segments UK companies using Companies House, company websites and the news.
- Ranks accounts with a transparent fit score and a separate research-confidence score.
- Suggests which roles to approach and drafts discovery questions and a first message for a person to edit.
- Labels every claim as fact, hypothesis or unknown, with its source. Never says a company is breached or vulnerable, and never sends anything automatically.
- Working today, with 137 automated tests. The AI evidence reader is a prototype. Built with AI-assisted development (Next.js, TypeScript, SQLite) from a brief I wrote.



Account research example: Aviva plc

A short brief showing how I'd prepare before contacting a large UK enterprise: public business signals (a new Group CIO, the Direct Line integration, new FCA incident reporting rules), hypotheses labelled as guesses, stakeholder personas, discovery questions and an example first email. Read it at www.plamenbotev.uk/brief .

Selected research and labs

Detection home lab
Wazuh-based lab for writing and testing detections.

SOC triage toolkit
PowerShell health checks and incident evidence collection.

Web-testing proxy plugin
Passive vulnerability detection for Caido, with regression tests.

Local AI security research
Qwen and Gemma models on my own hardware. Experimental.