



## 2023 Visitor Data

### 1. Professional titles, TOP 10

1. **CEO**
2. **CISO (Chief Information Security Officer)**
3. **Information Security Specialist**
4. **IT Manager**
5. **Cyber Security Specialist**
6. **Senior Specialist**
7. **Security Manager**
8. **Director**
9. **Consultant**
10. **Project Manager**

### 2. Distribution of Job Titles

- **Executive Roles:** CEO, CISO, CIO, Managing Director, Head of IT, Director of Cyber Security
- **Security Specialists:** Information Security Specialist, Cyber Security Specialist, Security Manager, Senior Security Specialist, IT Security Specialist
- **IT and Technology Leaders:** IT Manager, IT Director, CTO, IT Architect, Head of Technology
- **Consultants and Analysts:** Consultant, Senior Consultant, Cyber Security Consultant, Technical Consultant, Business Development Manager
- **Project Management:** Project Manager, Senior Project Manager, Program Manager
- **Sales and Marketing:** Sales Manager, Marketing Manager, Account Manager, Regional Sales Manager

### 1. Most Common Industries

- IT and Cybersecurity
- Public Administration
- Education and Research
- Energy and Manufacturing

### 3. The participants from different industries and their differences:

#### IT and Cybersecurity

- **Job Titles:** CEO, CISO, Information Security Specialist, IT Manager, Cyber Security Specialist
- **Revenue:** Varies greatly, from small companies (under €0.5M) to large international corporations (over €500M).
- **Interests:** Networking, learning about new technologies and solutions, sharing best practices.

#### Public Administration

- **Job Titles:** Specialist, Security Manager, CIO, Data Protection Officer
- **Revenue:** Often not reported or not applicable.

- **Interests:** Public sector-specific issues, such as security and data protection, as well as networking with other public sector actors.

### **Education and Research**

- **Job Titles:** Researcher, Professor, Security Specialist, Project Manager
- **Revenue:** Often not reported or not applicable.
- **Interests:** Learning about new research results and technologies, collaboration opportunities, developing education.

### **Energy and Manufacturing**

- **Job Titles:** CISO, IT Manager, Security Manager, Chief Information Security Officer
- **Revenue:** Often over €50M.
- **Interests:** Industry-specific issues such as OT security (Operational Technology), cybersecurity in the energy sector, protecting manufacturing processes.

### **Banking and Finance**

- **Job Titles:** Business Information Security Officer, Information Security Specialist, CISO, Risk Manager
- **Revenue:** Often over €500M.
- **Interests:** Sector-specific issues such as regulations, risk management, security, and data protection.

### **Consulting and Services**

- **Job Titles:** Consultant, Senior Consultant, Business Development Manager, Director
- **Revenue:** Varies greatly, from small companies to large international corporations.
- **Interests:** Sharing best practices, finding new business opportunities, networking.