

SECURITY INDUSTRY PRACTITIONER CAREER PATHWAYS



PRACTITIONER ENTRY POINTS

SECURITY INDUSTRY SUPPLIER CAREER PATHWAYS



PROFESSIONAL LEVEL “DO-ERS”

JOB TITLE:

- Security Consultant
- Sales Engineer
- Security Project Engineer
- Senior Consultant
- Systems Engineer



MANAGEMENT LEVEL “DELEGATORS”

JOB TITLE:

- Business Development Manager
- Business Development Director
- Project Manager
- Regional Sales Manager



EXECUTIVE LEVEL “STRATEGY + VISION”

JOB TITLE:

- President
- Vice President
- Chief Executive Officer
- Principal
- Director



RESPONSIBILITIES:

HIGHLY OPERATIONAL; LIMITED BUSINESS FUNCTION

- Managing projects and programs
- Designing and engineering security systems
- Serving in consultative and/or advisory role



RESPONSIBILITIES:

HIGHLY OPERATIONAL; MODERATE BUSINESS FUNCTION

- Responsible for sales and business development
- Managing projects
- Engaging in customer service activities
- Applying subject matter experience
- Promoting security fundamentals
- Ensuring integrity of systems
- Using creative problem-solving skills



RESPONSIBILITIES:

LOW OPERATIONAL; HIGH BUSINESS FUNCTION

- Broad oversight of business and operations
- Responsible for sales and business development
- Direct and oversee budget and finance functions
- Implement strategy and planning
- Application of general management



TRAITS & COMPETENCIES

- Subject matter expertise
- Technical knowledge
- Security fundamentals
- Collaboration
- Integrity



TRAITS & COMPETENCIES

- Sales and business development
- Project management
- Customer service
- Subject matter expertise
- Security fundamentals
- Integrity
- Customer service orientation
- Creative problem-solving skills



TRAITS & COMPETENCIES

- Sales and business development
- Customer service
- Executive management
- Leadership
- Integrity



COMMON SKILL GAPS

- Project management
- Planning and organization



COMMON SKILL GAPS

- Executive management



COMMON SKILL GAPS

- Executive management
- Relationship management



ACTIVITIES

Volunteer with professional or trade group, mentor



WORK BACKGROUNDS

Military, business, and technical backgrounds run across all levels



SPECIALIZED KNOWLEDGE

Varies by discipline, but includes the ability to understand the asset(s) under protection, the needs of business/organization and the ability to match available discipline-specific approaches and solutions to those needs



CREDENTIALS

CPP, PSP, CSPM, and PMP are common across the professional and management level



BACKGROUND EXPERIENCE

- COLLEGE DEGREES (bachelors/master's)



BACKGROUND EXPERIENCE

- 9 – 11+ YEARS OF EXPERIENCES IN SECURITY FIELD PRIOR TO CURRENT

SUPPLIER ENTRY POINTS

