

# What Is the Security Industry?

When people hear about the security industry, they often think of a guard working at a gate or in a building lobby. While security officers are an important component of security, the overall industry is much broader. It is a tech-focused world that provides solutions to businesses, facilities, residences and, even, the Armed Forces.

Security solutions include traditional devices like video surveillance cameras, access control equipment and intrusion detection alarms, but they also extend to cutting-edge devices that incorporate biometrics, robotics and artificial intelligence-powered analytics.

Security industry careers range from product design to software engineering to project management to installation and integration, not to mention typical business roles like sales and marketing.



**\$405B**

Size of global security industry (2023)



**The security industry enables veterans to extend their noble mission of safeguarding our nation.**

Whether in residential or commercial security, this dynamic field empowers individuals to deliver peace of mind by diligently protecting lives and property.”

– Darren Crawford, 3xLOGIC  
U.S. Air Force Veteran

# Start a Career in the Security Industry

The SIA Veterans Employment Exchange specializes in matching veterans and separating military members with open positions in the security industry. It is free to SIA members and all job seekers.



The SIA Veterans in Security community provides resources, programs and events for veterans who work in the security industry, as well as actively serving military members who are planning their transition to the civilian world.



## Security Industry Opportunities for Veterans



**The security industry leverages the unique skills and experiences of those who have served, ensuring a successful career post-military service.**

It is not just a career option, but a path that values and utilizes the strengths of veterans.”

– Jeff Slotnick, Setracon  
U.S. Army Veteran



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# Security Industry Opportunities

The security industry offers a variety of rewarding careers, with many of them paying near or above six figures.



**\$431B**

**Total economic impact of industry in U.S. (2024)**

A 2024 “Security Industry Compensation Study” found, for example, that, among integration companies, the average annual base salary for a security solutions architect is \$109,000, while the average for an operations manager is \$93,000. At manufacturers, the average annual base salary for a product manager is \$111,000, while the average for a regional sales manager is \$106,000.

Security companies regularly say that one of their top challenges is finding qualified employees, making the sector an excellent one for skilled job seekers with a security-related background.



**Veterans have qualities that cannot be easily taught, they can only occur through action: Show up. Commit. Repeat.**

Veterans understand sacrifice may be needed to accomplish the mission and many will maintain that focus and ethic even after leaving the military.”

– Ryan Thompson  
U.S. Marine Corps



**For me, the security industry provides a similar sense of purpose as serving our nation.**

I joined the service to protect and serve my country. The security industry has allowed me the ability to protect and serve my community.”

– Brendon Hoeke, Interconnex  
U.S. Army National Guard

## Am I A Good Fit?

For those with military experience, the security industry offers uniquely suitable opportunities to turn their service into a successful civilian career while continuing to help keep people safe.

While technical training is especially valued for certain positions, an Armed Forces background, in general, is prized throughout the industry for the characteristics that it imbues, including a security mindset, a mission-driven focus, attention to detail, adaptability, and the ability to work as – and lead – a team.

Only about 5% of the U.S. workforce are veterans, and employers know the value of hiring someone who has a proven record of commitment, service, and success in challenging circumstances. Security industry companies, in particular, are seeking such employees.



**+7%**

**Projected annual industry growth worldwide through 2026**

