



**ELECTRONIC
SECURITY**

Electronic Security Business Manager

Career level



Job Description

Electronic Security Business Managers are experienced leaders who are primarily responsible for overseeing the day-to-day business operation. The primary role of an Electronic Security Business Managers is to achieve revenue growth and operational effectiveness.

As the Electronic Security Business Manager, you will be responsible for overseeing and managing all aspects of electronic security business operations and contributing to the safety and security of clients through innovative solutions and exceptional service.



On the Job

As an Electronic Security Business Manager, the day-to-day job responsibilities include:

- Developing and implementing business strategies to achieve growth and profitability targets.
- Managing and coordinating the sales team to drive revenue generation and meet sales goals.
- Building and maintaining relationships with clients, suppliers, and industry partners.
- Overseeing project management activities, including planning, budgeting, and resource allocation.
- Ensuring compliance with industry regulations and standards for electronic security systems.
- Conducting market research to identify opportunities, trends, and competition.
- Monitoring and analysing financial performance, preparing reports, and making data-driven recommendations.
- Recruiting, training, and supervising staff to ensure high-quality service delivery.
- Collaborating with technical teams to ensure efficient installation, maintenance, and troubleshooting of security systems.
- Keeping abreast of technological advancements and industry best practices to drive innovation and maintain a competitive edge.

Salary & Benefits

Your starting salary can vary because of factors like level of experience, training, or location. Your salary as an Electronic Security Business Manager may increase over time as you build skills, knowledge and experience.

Weekly Pay: \$1,900 – \$2,400

Annual Pay: \$100,000 – \$120,000

Hours per week: 38

Hourly Pay: \$50.00 – \$60.00



Entry Qualifications & Training

Being part of the security industry requires an individual to undertake his/her responsibility with a high degree of professionalism.

The requirements to become an Electronic Security Business Manager include:

- Extensive experience in the electronic security industry
- Cert 1V security management



Career Progression

With time and experience as an Electronic Security Business Manager you can progress to a role in business development, consulting, Branch Manager.



Experience & Skills Required

Among the useful skills to highlight to your employer when applying for an Electronic Security Business Management role include:

- Strong knowledge of electronic security systems, including surveillance cameras, access control systems, alarm systems, and biometric technologies.
- Expertise in emerging technologies such as AI-powered analytics, facial recognition, and smart home security systems.
- Comprehensive understanding of cybersecurity principles and best practices to ensure the integrity and protection of electronic security systems.
- Proven experience in managing electronic security projects from conception to completion, including design, installation, testing, and maintenance.
- Ability to assess security risks and develop effective strategies to mitigate threats and vulnerabilities in electronic security systems.
- Proficiency in managing budgets, resources, and timelines for electronic security projects, ensuring cost-effectiveness and timely delivery.
- Strong leadership skills to manage a team of security technicians and engineers, providing guidance, training, and performance evaluation.
- Excellent communication and interpersonal skills to collaborate with clients, stakeholders, and team members, conveying technical information in a clear and understandable manner.
- Keen analytical and problem-solving abilities to identify and resolve issues in electronic security systems efficiently.
- Up-to-date knowledge of relevant regulations, standards, and compliance requirements in the electronic security industry to ensure legal and ethical practices.

Getting Started

Electronic Security Business Manager jobs are advertised under different job titles and can be found on online jobs or directly by employers. When looking on job boards, look for the following types of job:

Business Manager
Branch Manager

Useful Organisations and Links

- **ASIAL**
asial.com.au
- **Security Licensing Information**
asial.com.au/security_licensing_information
- **Security Training Requirements**
training.gov.au/Training/Details/PPP
- **ASIAL Contact Information**
1300 127 425
contactus@asial.com.au



Contact ASIAL

Security Industry House,
41 Hume Street, Crows Nest NSW 2065
1300 127 425
security@asial.com.au
www.asial.com.au

Supporting members, promoting standards and safeguarding public interests.



Find out more: www.asial.com.au/careers