



**ELECTRONIC  
SECURITY**

# Electronic Security Business Owner

## Career level



## Job Description

As an Electronic Security Business Owner, you will be responsible for leading and managing all aspects of your electronic security business operations. Your primary objective will be to ensure the smooth functioning of the company while achieving growth and profitability targets.



## On the Job

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

- Developing and implementing a strategic plan to expand the business and achieve long-term growth objectives.
- Identifying and pursuing new clients, build relationships, and secure contracts for electronic security services.
- Recruiting, training, and managing a team of skilled technicians, sales representatives, and administrative staff.
- Overseeing the execution of security system installations, upgrades, and maintenance projects to ensure high-quality deliverables.
- Monitoring financial performance, prepare budgets, manage costs, and optimize profitability.
- Staying updated on the latest electronic security technologies and trends to recommend innovative solutions to clients.
- Ensuring compliance with industry standards, legal requirements, and licensing obligations.
- Maintaining excellent customer relationships, address concerns, and resolve issues promptly to ensure client satisfaction.
- Establishing partnerships with industry stakeholders, attend conferences, and participate in networking events to expand business opportunities.
- Continuously updating your knowledge of electronic security systems, emerging threats, and best practices to provide the most effective solutions.

## Salary & Benefits

Your starting salary can vary because of factors like the size of the security business, the number of clients and naturally the revenue earning capacity of the business and the associated costs of operating the business.

Small business owners of a start-up security business may earn less than some of their employees. Sound business practices and the drive to succeed can see business owners receive significant benefits over time.



## Entry Qualifications & Training

The requirements to become an Electronic Security Business Owner include:

- Have previous experience working in the security industry
- Business management skills
- Entrepreneur skills



## Career Progression

With time and experience as an Electronic Security Business Owner you could progress to a security consultant, security director, risk manager, corporate security director, security technology specialist or a security trainer.



## Experience & Skills Required

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

- In-depth knowledge of advanced security technologies, including AI-driven surveillance systems, biometric authentication, and cybersecurity protocols.
- Understanding of emerging threats and trends in the security industry, such as drone surveillance and IoT vulnerabilities.
- Strong entrepreneurial skills and the ability to develop and execute a strategic business plan.
- Proficiency in financial management, including budgeting, forecasting, and resource allocation.
- Familiarity with marketing and sales strategies to promote and expand the business.
- Excellent leadership abilities to inspire and motivate a team of security professionals.
- Experience in recruiting, training, and managing personnel, ensuring high-quality service delivery.
- Effective communication and negotiation skills to build relationships with clients and partners.
- Knowledge of future legal frameworks and compliance requirements related to privacy, data protection, and surveillance.
- Understanding of industry standards and best practices to ensure the business operates within the law.
- Ability to analyse complex security situations, identify risks, and develop effective mitigation strategies.
- Strong problem-solving skills to address client concerns and adapt to evolving security challenges.
- Willingness to stay updated on the latest technological advancements, industry practices, and security certifications.
- Openness to embracing innovative approaches and integrating cutting-edge solutions into the business operations.
- Commitment to upholding high ethical standards in the security business, respecting privacy rights, and ensuring fairness and transparency in operations.

## Useful Organisations and Links

- **ASIAL**  
[asial.com.au](http://asial.com.au)
- **Security Licensing Information**  
[asial.com.au/security\\_licensing\\_information](http://asial.com.au/security_licensing_information)
- **Security Training Requirements**  
[training.gov.au/Training/Details/PPP](http://training.gov.au/Training/Details/PPP)
- **ASIAL Contact Information**  
1300 127 425  
[contactus@asial.com.au](mailto:contactus@asial.com.au)



### Contact ASIAL

Security Industry House,  
41 Hume Street, Crows Nest NSW 2065  
1300 127 425  
[security@asial.com.au](mailto:security@asial.com.au)  
[www.asial.com.au](http://www.asial.com.au)

**Supporting members, promoting standards and safeguarding public interests.**

