



**PROTECTIVE  
SECURITY**

# Business Owner

## Career level



Entry Level

Early Career

Mid Career

Later Career



## Job Description

As the owner of a security business, you will be responsible for the overall management and growth of the company. Your primary role will involve developing and executing strategic plans, establishing and maintaining client relationships, and ensuring the efficient operation of all business activities.

A business owner role is not normally an advertised role to apply for unless other parties are looking for a business partner.



## On the Job

Among the day-to-day job responsibilities include:

- Overseeing the daily operations and management of a security business, ensuring compliance with industry regulations and company policies.
- Developing and implementing strategic plans to expand the business, increase client base and maximise profitability.
- Hiring, training, and supervising a team of security personnel, providing guidance and support to ensure high-quality service delivery.
- Conducting regular assessments of client needs and provide tailored security solutions, including risk assessments, threat analysis and emergency response protocols.
- Fostering strong relationships with clients, addressing concerns, resolving issues and maintaining customer satisfaction.
- Staying up-to-date with the latest advancements in security technology, industry trends and best practices to enhance service offerings.
- Managing financial aspects of the business, including budgeting, invoicing and financial reporting.
- Collaborating with local law enforcement agencies, government entities and industry associations to stay informed and participate in relevant initiatives.
- Maintaining proper documentation and records, ensuring compliance with legal and regulatory requirements.

## 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

Given your role as a security business owner, you are responsible for the operation and success of the business. A small security business will see the owner(s) working in the business and in that capacity the owner(s) will need to hold relevant security licences to undertake the security activities offered and performed. Naturally the business will also need a security business licence to operate.

Please refer to the career fact files for further licence, training and qualification requirements.



## Career Progression

With success, time and experience as a security business owner, a security business could be positioned for sale with the potential to provide a good financial return.



## Experience & Skills Required

Your experience as a Security Business Owner, may help you stand out to organisations wishing to provide other business or employment opportunities.

Your skills to highlight may 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)



# ASIAL

AUSTRALIAN SECURITY INDUSTRY  
ASSOCIATION LIMITED

### Contact ASIAL

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

