

SECURITY BUSINESS

The Path to Greater Profits for Security Integrators

2019 SALARY SURVEY

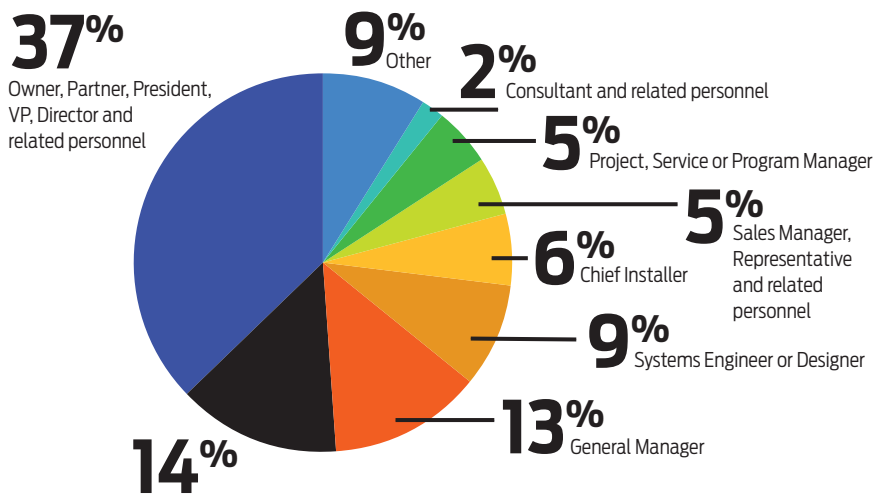
Security Business magazine's exclusive survey of more than 100 security integrator executives about average salary ranges for typical junior- and senior-level technicians, as well as salespeople

Respondent Demographics

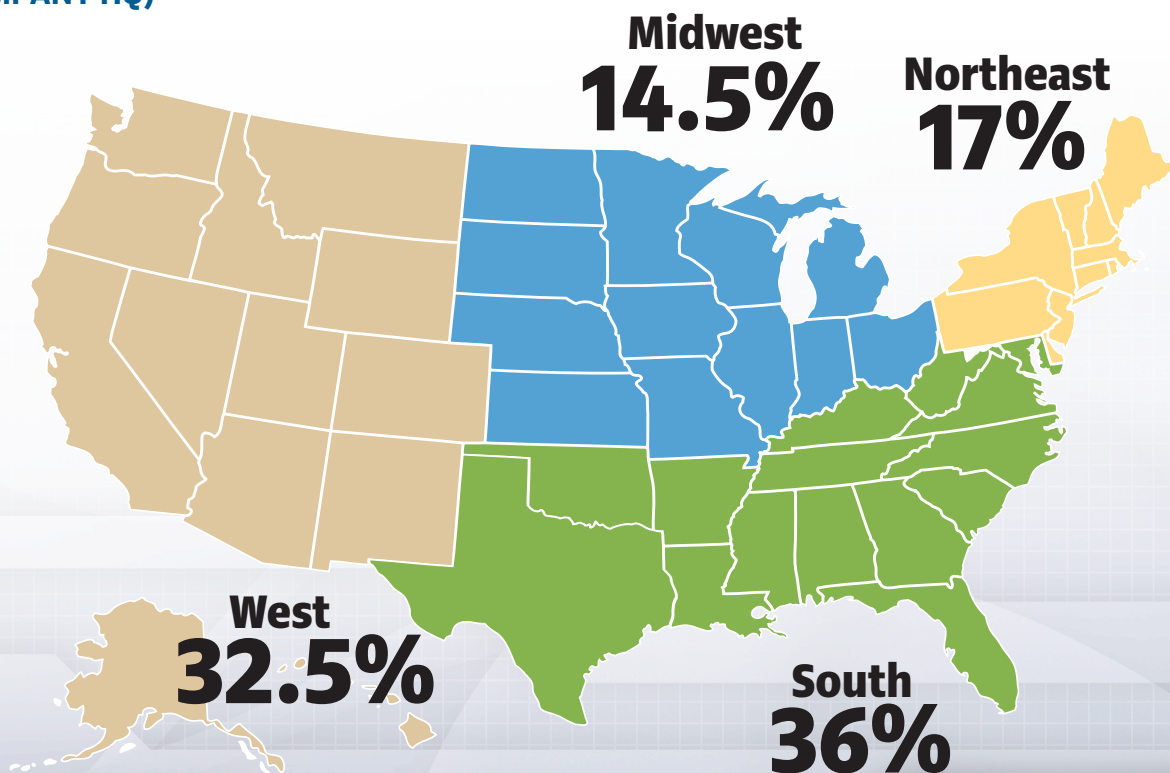
METHODOLOGY

The Security Business 2019 Salary Survey was delivered to U.S.-based e-mail subscribers from opt-in only qualified professionals. Of those, we tabulated the responses from the 111 qualified respondents who participated in this survey.

Respondents by Job Title

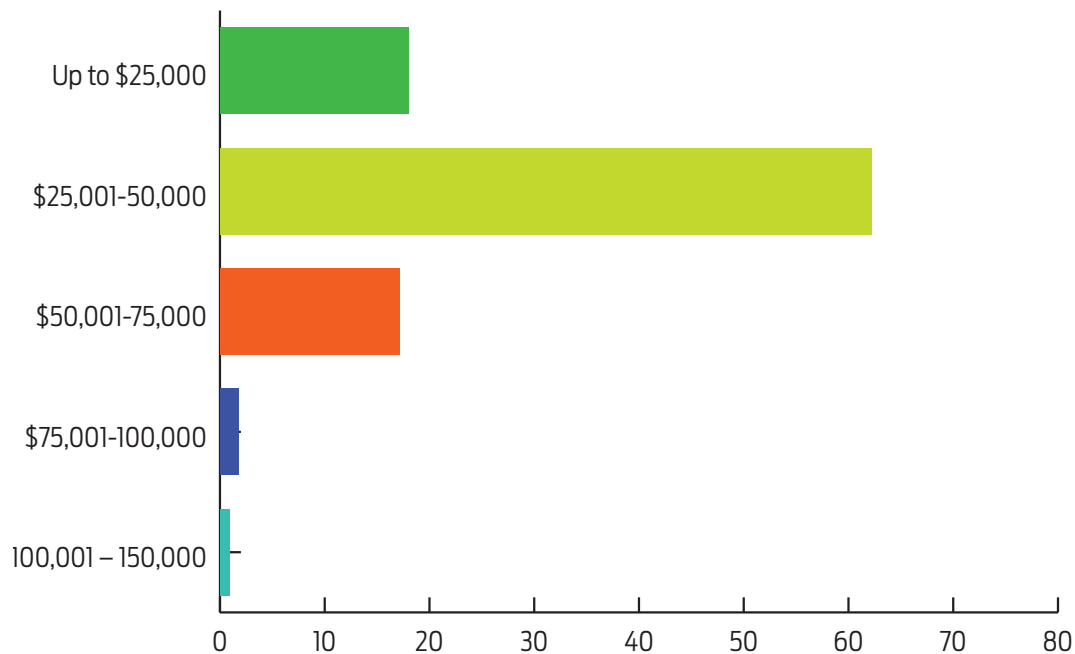


Respondents by U.S. Region (COMPANY HQ)

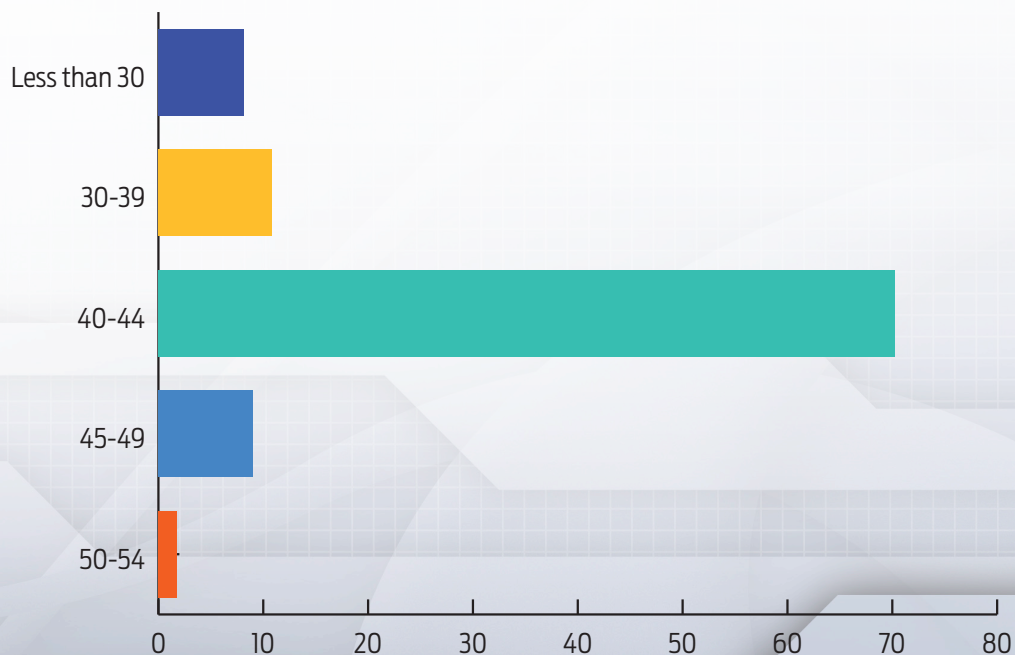


Trends at the Entry Level

What pay scale best represents entry-level technicians based at your headquarters?

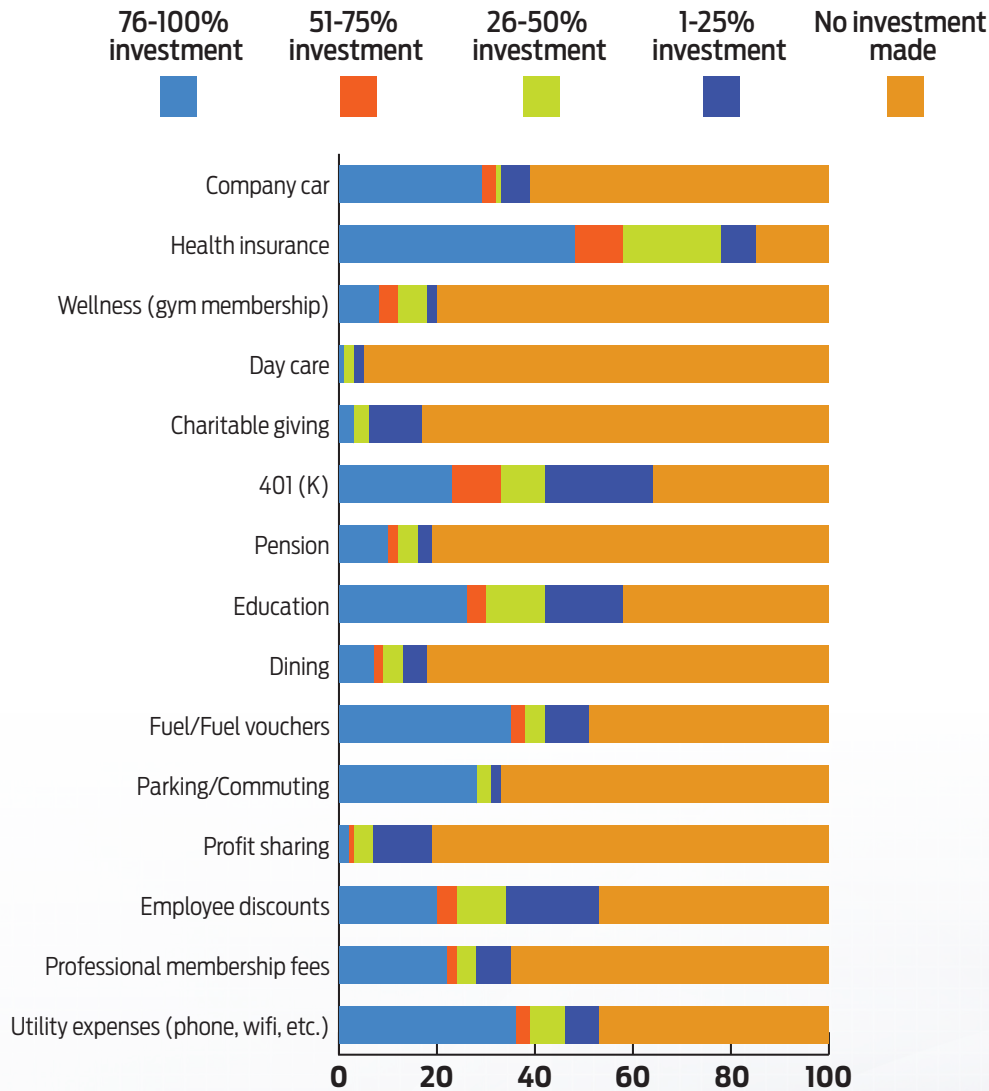


For employees based at your headquarters, how many hours does a typical entry-level technician work per regular week?



Benefits at the Entry Level

We asked respondents to choose the amount (in a general percentage) at which their company pays for or invests in the following benefits for entry-level employees:



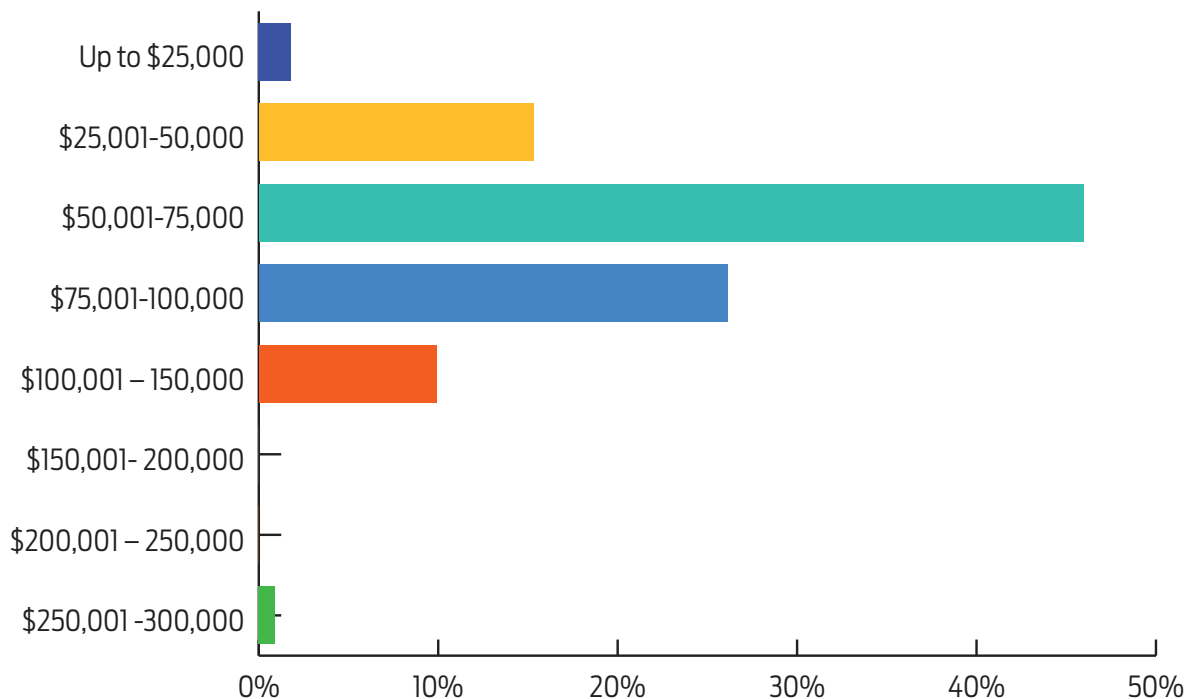
Additional Benefits

Respondents listed the following additional entry-level benefits that receive some amount of investment from their company:

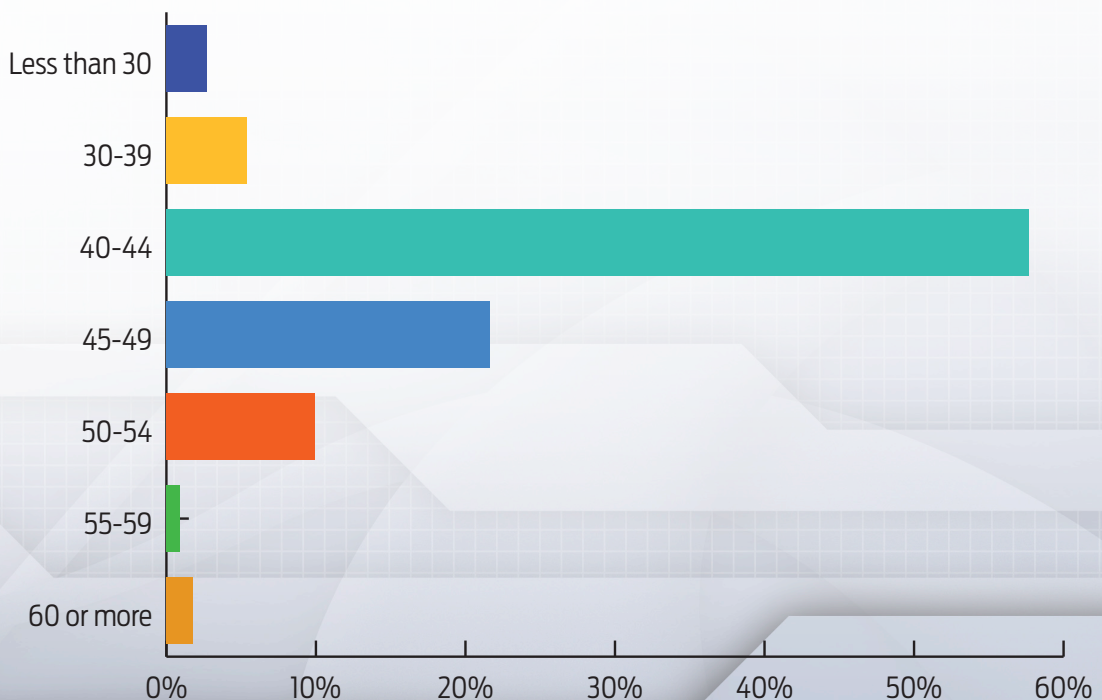
- Major tools
- Laptop
- Bonus plan
- Short-Term Disability Insurance
- Paid Leave

Trends at the Senior Level

What pay scale best represents senior-level technicians based at your headquarters?

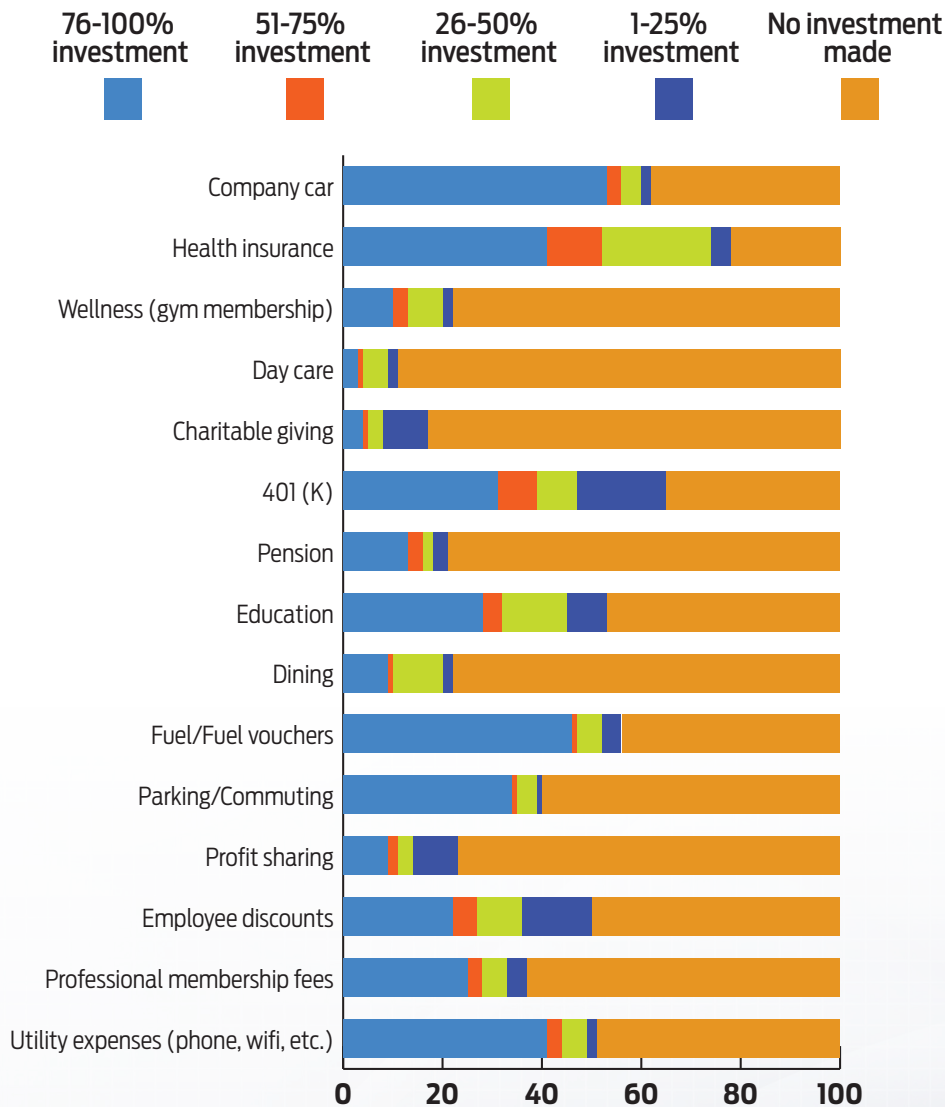


For employees based at your headquarters, how many hours does a typical senior-level technician work per regular week?



Benefits at the Senior Level

We asked respondents to choose the amount (in a general percentage) at which their company pays for or invests in the following benefits for senior-level employees:



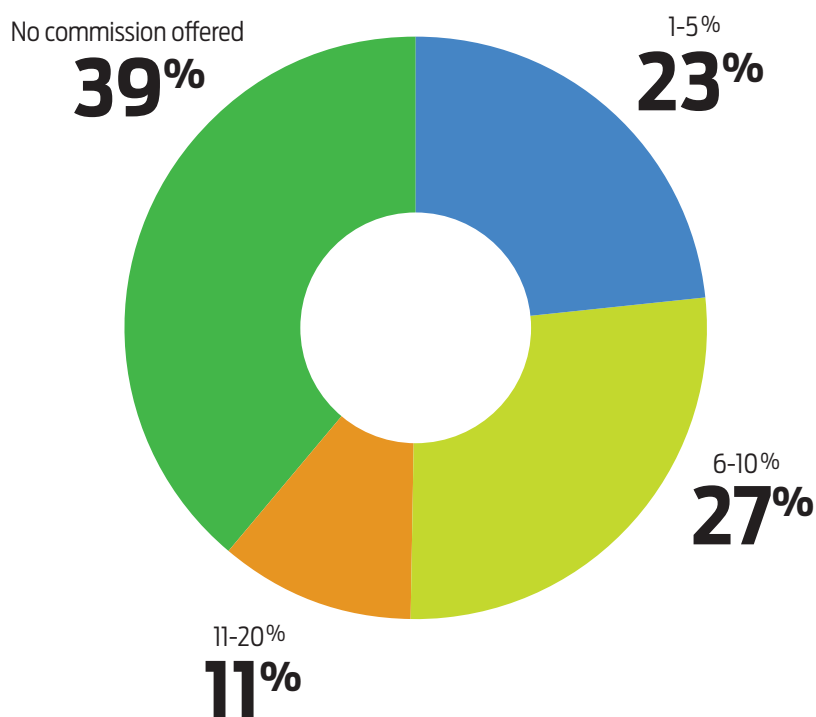
Additional benefits

Respondents listed the following additional entry-level benefits that receive some amount of investment from their company:

- Major tools
- Bonus plan
- Short-Term Disability Insurance
- Annual recognition trip

Trends for Sales Teams

For sales-specific positions, what is your typical commission offered?



Do you offer additional compensation based on amount of RMR sold?

