

**GREGORY N. SEIBER**

**865.210.3043 | greg@gregseiber.com | Clinton, TN**

**ELECTRONIC SECURITY DESIGN | PROJECT MANAGER**

### **PROFILE**

Over 30 years of experience in designing and selling electronic security and life safety systems, with expertise in security systems, fire alarms, IP video surveillance, access control, gate automation, audio paging, and facility communication systems. Proven track record of successful installations in both residential and commercial sectors. Recognized for building and maintaining strong relationships with educational institutions, manufacturing organizations, and government agencies. Exceptional communication skills enabling effective engagement with clients at all levels.

### **CORE COMPETENCIES**

- Project Management
- Security System Solutions
- Team Leadership and Management
- Electronic Sales
- Accounting
- Commercial Security Systems
- Residential Security Systems
- Scheduling
- Cost Estimation
- Training
- Installations

### **CAREER HIGHLIGHTS**

- Implemented security system solutions worth approximately \$90K for a global provider of stability operations services, including door access control, video surveillance, security systems, and fire alarms.
- Led a \$150K upgrade of video surveillance equipment for the largest enclosed shopping mall in Tennessee.
- State of Tennessee Designated Alarm Systems Qualifying Agent.
- Holder of State of Georgia Low Voltage License.
- NICET Fire Alarm Systems Level I certification.

## PROFESSIONAL EXPERIENCE

### **Powder Cote II | System Administrator | Clinton, TN | May 2022 – Present**

- Installed network video surveillance system in a manufacturing plant, managing network infrastructure and systems.
- Replaced overhead paging, fiber optic network, and established a new wireless network systems.
- Developed Microsoft SharePoint sites and applications.

### **ADT Commercial | Senior Commercial Sales Consultant | Knoxville, TN | May 2021 – May 2022**

- Executed commercial sales of electronic security and life safety systems, also serving as Alarm Qualifying Agent.

### **Integrated Technology Services, LLC | Managing Partner, Alarm Qualifying Agent | Clinton, TN | Mar. 2019 – Oct. 2020**

- Provided quotations and project management for fire alarm, security, video surveillance, and access control systems for behavioral health hospitals.
- Managed installations, trained staff, and ensured compliance with regulatory boards.

### **Central Technologies, Inc | Security Solutions Manager, Alarm Qualifying Agent | Knoxville, TN | Sept. 2018 – Mar. 2019**

- Ensured company compliance with Tennessee Alarm Contractors Board regulations.
- Assisted sales associates with customer site surveys and system design.

### **Integrity Technology Solutions, LLC | Owner & Operations Manager | Clinton, TN | Aug. 2006 – Sept. 2018**

- Managed video surveillance equipment maintenance and upgrades for large facilities and multi-campus initiatives.
- Led electronic security, fire alarms, video surveillance, access control, and communications systems design and sales.
- Oversaw day-to-day operations, installations, service requests, and accounting.
- Upgraded and implemented various security systems, including a \$90K project for a stability operations services provider.

## EARLY CAREER

- ACS - Access Control Systems | Sales Manager
- ICOM Security Solutions | Director of Engineering and Customer Service
- Abstract Security Inc. | Account Manager
- Maximum Security Communications | Owner
- Becromal of America | Electronic/Computer Technician
- United States Navy | Interior Communications Technician

## **EDUCATION**

Associate of Applied Science, Electronics Technology

ITT Technical Institute, Knoxville, TN