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Reitman Security Search is a leader in executive recruitment and consulting, supporting the electronic security/critical building systems space globally. Our clients include the industry's most sought-after employers; public and private electronic security technology manufacturers, systems integrators, specifiers/consultants and distributors. Here are some examples of our practice.

See [Current Engagements and Placements](#) below!

Be sure to follow our LinkedIn company page for up-to-the-minute updates on our latest searches, announcements and trends impacting our industry



Build Stronger Relationships In 15 Days

At a time when 85% of all jobs are filled through connections, a strong professional network is a must have. From boosting your emotional intelligence and practicing active listening to making authentic connections and learning to navigate conflict, these steps can help you make improvements one day at a time. Whether your goal is to leverage your career and land a new role, or attract the top 10% of talent to your organization, these tips and habits are the core competencies:

Day 1: Rethink relationships

To truly succeed in elevating your relationships-whether they're decades old or brand new-you must embrace a selfless mindset.

Day 2: Establish your goals

Think critically about your network and surround yourself with those who can help you along your journey.

Day 3: Boost your emotional intelligence

If you want to develop healthy relationships, emotional intelligence is key. Work to improve yours.

Day 4: Refine your communication skills

Every word you communicate will either help you connect more deeply with others-or build a wedge between you.

Day 5: Practice active listening

When your colleagues feel heard, they'll appreciate you and you'll both feel more connected.

Day 6: Put your most authentic foot forward

The science of making authentic connections starts with the right intent.

Day 7: Maximize your existing relationships

Networking isn't just about meeting people-it's about keeping in touch so that you build real relationships.

Day 8: Pay attention to the little things

The foundation of strong relationships is built not in the big moments, but from the cumulative value of small ones.

Day 9: Give before you get

While counter-intuitive, giving is a lever that pays a higher dividend than a singular focus on getting.

Day 10: Make human connections in the digital age

Building deep connections with people is more challenging in the virtual world, but it's not impossible.

Day 11: Consider different forms of networking

When it comes to networking, there is no one-size-fits-all approach. Work to add a variety to your networking.

Day 12: Step out of your comfort zone

There's only one thing you truly need to establish more quality relationships-and that is courage.

Day 13: Become a mentee and a mentor

Want to get the most out of being a mentee and a mentor? Start by setting realistic expectations, managing the relationship and being respectful of each other's time.

Day 14: Learn to navigate conflict

Navigating conflict is never easy, but avoiding assumptions, investigating, listening and planning will help ensure you do so in an effective way.

Day 15: Keep building

Simply making connections just isn't enough-now, you must strive to sustain them.

Recent Placements and Current Engagements

Corporate Security Director- US Based Multinational

VP Global Engineering- Access/Video/Intrusion Solutions - **COMPLETED**

Regional Sales Manager- Access & Video Solutions- Texas Region

VP, Strategic Alliances- Enterprise Software- **COMPLETED**

Regional Sales- Connected/IoT offerings- Intelligent Building Software- Dallas, Carolinas

Regional Service Sales- Building Automation- SaaS solutions: Chicago, Seattle

Sales Leader- Connected/IoT offerings- Systems Integration- Northeast

Regional Sales- Connected/Intelligent Software Solutions- Dallas

Regional Sales Manager- Access & Video Solutions- Carolinas

National Solutions Architect- Cloud/IoT offerings

Business Development Consultant- Building Systems- Atlanta

Branch Sales Leader- Systems Integration: HVAC/Security/Life Safety- Chicago-
COMPLETED

Area Vice President- Enterprise Software- **COMPLETED**

Regional Sales Manager- Intrusion Solutions- Chicago/Midwest Region

Regional Sales- Managed Access Control/Video- Denver

Solutions Architect- Cloud/IoT offerings- Canada (Toronto-based)

Director of Architect, Engineer & Consultant Programs- Enterprise Software- **COMPLETED**

Regional Sales Manager- Enterprise Capture- Network Video Software- Northeast

Business Development Manager- Transit/Transportation Vertical- Network Video Solutions

Regional Business Consultant- IoT/Connected Building Solutions- Southern California Region

Regional Sales Manager- Network Video, Eastern Canada- **COMPLETED**

Regional Sales- Southern CA, Central FL and Chicago Territories- EM Access Control

Service Sales Executive-Named Accounts- HVAC/Controls/Fire/Life Safety- Chicago

Regional Sales Manager- Enterprise Software- New England Region

Regional Sales, Critical Infrastructure- Enterprise Software- NY Region

Regional Sales Manager- Enterprise Software/Surveillance- Pacific Northwest

Field Applications Engineer- Enterprise Access Control Software- Pacific Northwest-
COMPLETED

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