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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!

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### ***Best practices...***

#### **5 Benefits to Keeping Employees Happy**

It's highly beneficial for companies to create a happy, healthy work environment for their employees because, let's face it, losing employees can be costly. Turnover is a huge loss of time in a variety of respects.

Wasted/lost time having trained the employee.

Time needed to post job listings to hire a replacement.

Significant time interviewing replacement candidates.

Once you finally find someone, you have to train that position all over again.

In addition to a huge investment in time, there are also financial losses. The Society for Human Resource Management gives the example of a medical facility losing one \$75,000 a year nurse

translates into a turnover cost of as much as \$41,000. And that's just one employee.

Here are 5 more benefits to keeping employees happy:

1. Better decision-making abilities - People are better equipped to make decisions when they are cheerful. On-the-job difficulties engender some degree of fear and nervousness in most of us, but satisfied people can return to their original mood faster after being faced with adversity.
2. Happy people sell more - A simple search on Google of "happy people", "productivity, success, business" produces countless articles and studies showing how happy workers are more productive. The expression of positive emotions can be an effective bargaining tool.
3. Greater innovation - There's strong evidence showing a correlation between happiness and creativity. Some studies have shown that happy employees have higher levels of creativity than unhappy ones. Being happy can free up the brain, allowing for increased mental flexibility and imagination.
4. Reduction in lost productivity - Happy people are healthier. When employees take less sick leave, they are more productive, thus improving the bottom line.
5. Better customer service - This is a no brainer. People like happy people. When employees' morale is high, customer interactions reflect it.

As an employer, you can spend time and money on many aspects of your business, but your workforce may be your best investment of all. Consider conducting regular interviews with your employees to give and receive feedback. Take proactive steps to address employees' concerns and create a fulfilling work environment.

\*Source; Damon Burton, ere.net

### [Recent Placements and Current Engagements](#)

Channel Sales Leader- SaaS Solutions (\*Equity Opportunity)

Southeastern US Sales Manager- Infrastructure Solutions/Surveillance

Regional Sales Manager- (Access/Video/Intrusion)- MN/WI/MI

Regional Sales Manager- (Network Video Solutions)- Northeast/New England

Field Sales Engineer/Trainer- TX/Southwest Region- Intrusion & Access Control Solutions

Regional Sales Manager- (Network Video Solutions)- Chicago/Upper Midwest Region

District Sales Leader- Integrated Security & Building Solutions- Bay Area/No Cal

Global Strategic Account Manager- Enterprise Solutions, Access Control

Regional Sales Manager- Mobile Video Solutions/Transportation-**COMPLETED**

Field Applications Engineer- Network Video Solutions- Metro NYC/Northeast

Regional Business Development-Healthcare, Data Center- Western US- Access Control

Global Sales Leader- Airport Software/Systems Vertical

Regional Sales Manager- Network Video/New England Territory

Northeast Regional Business Leader (P&L)- Building Technologies/Competitive Construction

Regional Sales Manager- (Access/Video/Intrusion)-Portland, OR

Service Leader- Western US (P&L)- Integrated Security & Building Solutions-  
**COMPLETED**

Regional Sales Manager- Network Video- Florida

Project Management Leader- New England- Building Technologies/Competitive Construction

Airport Software/Visual Guidance Systems- Business Sales Consultant- Americas-  
**COMPLETED**

Regional Sales Leader- Integrated Solutions -Carolinas/Mid-Atlantic -**COMPLETED**

Regional Consultant Sales Manager- Access Control -Southwest/SoCal

Regional Account Executive- Building Solutions/HVAC- Connecticut

Regional Account Executive- Building Solutions/HVAC- Western MA/RI

Business Development Executive- Industrial Software Solutions/IoT

Connected Building/IoT Software Business Consultant- Metro NYC

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