

DPI Security (A Division of DPI Services – FL and The DPI Group) has a current opening for a **Security Manager** in our **Tallahassee, Florida** office to service the Northern Florida Region. This role oversees the staffing, scheduling, and on-site training for security guards and ensures exceptional quality is provided to our customers. This position will require travel between our customer sites along the northern region of Florida utilizing a company-provided vehicle, as well as working in office at least two days per week. Bring your ten or more years of Security experience and experience as a Security Manager to our growing Team.

Apply Today!

Salary: \$75,000 - \$85,000 – up to \$160,000 (inclusive of commission of up to 100% of base salary) annually plus full benefits package (medical, dental, 401k, etc.)

Duties/Responsibilities:

- Manage the overall performance of the location to achieve revenue, margin and profitability targets.
- Oversee day-to-day security operations across all assigned sites, ensuring every post is covered, compliant, and performing to standard.
- Identify, pursue and close new security contracts across the territory.
- Prospect actively: build a pipeline, network locally, and generate leads alongside any company-provided opportunities.
- Conduct site assessments and prepare proposals, pricing, and presentations for prospective clients.
- Partner with leadership on bids, RFPs, and pricing strategy; represent DPI Security at local industry and community events.
- Cultivate and maintain strong client relationships and ensure contracted service exceeds expectations.
- Recruit, lead, coach, and develop site supervisors and security officers; set clear expectations and hold the team accountable for professionalism and results
- Prepare schedules; ensure accurate and timely completion of all timesheets, data entry, and documentation.
- Travel within the local area to coordinate new Security Guard starts, check-in with customers, address Security Guard performance concerns, develop/nurture community partnerships.
- Order equipment as needed.
- Conduct personnel investigations and prepare coaching forms when needed.

Other Requirements:

- Ten (10) or more years of security experience, Law Enforcement, or Military
- One (1) or more years of security management experience
- Exceptional interpersonal and customer service skills within a diverse environment
- Computer literate, experienced in the use of Microsoft Word, Excel, and Outlook
- Demonstrated dependability and accountability
- Ability to collaboratively work in a client-focused role within a fast-paced environment.
- Ability to handle competing priorities and meet deadlines while maintaining high level of accuracy
- Must have and maintain a current state security certification and driver's license

The position offers a competitive salary and full benefits packet within a collaborative team environment. **Interested?** We want to hear from you – **apply today!**

About The DPI Group

The DPI Group is a non-profit entrepreneurial organization providing business solutions with a social impact. DPI is headquartered in Portland, Oregon, and has ten satellite locations around the country. DPI provides a competitive salary plus benefits, as well as great co-workers and work environment.

The DPI Group is an Equal Opportunity/Affirmative Action employer. All qualified applicants will receive consideration for employment without regard to their protected veteran or disabled status and will not be discriminated against.

INT#1130