

Michael Wilson

NATIONAL SALES LEADERSHIP · PHYSICAL SECURITY TECHNOLOGY

Frisco, Texas ♦ (817) 937-7819 ♦ michael.wilson1685@gmail.com ♦ michaelwilsonresume.com

Security-industry sales leader with **19 years on every side of the business** — field technician and systems programmer, enterprise account executive, and manufacturer regional sales manager. More than a decade selling as an integrator and now selling through the integrator channel brings rare fluency in how security technology is specified, installed, integrated, and bought. Three-time President's Club honoree and **\$12.5M best-year producer (#1 company-wide)** who builds the systems that make whole teams successful: onboarding and mentoring account managers, instilling pipeline discipline, and turning personal best practices into national standards.

LEADERSHIP STRENGTHS

Both Sides of the Channel

Sold security technology as an integrator for 11 years and through integrator partners as a manufacturer.

Process Building

Personal activity and pipeline standards adopted as national benchmarks by corporate leadership.

Team Development

Trainer and mentor of new account managers; creator of a company-wide Security Mentorship program.

Forecast Discipline

Clean Salesforce funnel management with accurate 30/60/90-day forecasting across all revenue streams.

Technical Credibility

Programs the platforms he sells — access control, VMS, integrations — and builds custom automation and AI tooling.

Mission-Critical Verticals

Municipal government, defense contractors, healthcare systems, and K-12 school districts.

EXPERIENCE

Regional Sales Manager — North Texas & Arkansas

Aug 2025 – Present

Salient Systems — Austin, Texas (video management software manufacturer, channel sales)

- ♦ Took immediate ownership of the territory and finished the first quarter at **125% of plan**.
- ♦ Set the company's activity standard within six months of hire, prompting a corporate-led national review of activity benchmarks across all territories.
- ♦ Built strong working relationships across a broad integrator network — including former competitors — converting them into active channel partnerships.
- ♦ Identified and implemented territory process improvements and volunteered to lead side projects slated for national deployment.

Enterprise Account Executive / Senior Account Manager

Jan 2014 – Aug 2025

Securadyne Systems / Allied Universal Technology Services — Carrollton, Texas (security systems integrator)

- ♦ Managed and grew a **200-account strategic portfolio** across municipal government, defense, healthcare, and K-12 education, regularly exceeding a **\$6M annual quota** (95–225% attainment) across project, SaaS, and service revenue.
- ♦ Booked **\$12.5M in the best year — the company's #1 producer** — and consistently ranked among its top four nationally.
- ♦ Key accounts included the Cities of Allen, McKinney, and Melissa; CHRISTUS Health; Ericsson; and Denton and Rockwall ISDs.
- ♦ Named to President's Club, 110 Club, and Regional Sales Award winner three consecutive years (2016–2018); top SAM sales company-wide in 2017 and 2018.
- ♦ Served as the team's onboarding resource — training and developing new account managers — and created a Security Mentorship program now rolling out through **ASIS North Texas** under his committee leadership.

Earlier Career — SecureNet / Securadyne Systems

Aug 2007 – Dec 2013

Carrollton, Texas

Sales Support Specialist (2013) — estimating, system design support, and proposal development, bridging field operations and sales before promotion into enterprise sales. **Security Technician & Systems Programmer** (2007–2013) — installed, programmed, and commissioned enterprise access control and video management systems: the hands-on foundation of a technically credible, consultative sales career.

RECOGNITION President's Club ×3 (2016–18) ♦ 110 Club ×3 (2016–18) ♦ Regional Sales Award ×3 (2016–18) ♦ Top SAM Sales (2017–18)

PLATFORMS Salesforce ♦ SAP ♦ WeEstimate ♦ DNA Fusion ♦ Milestone ♦ Salient ♦ Adobe CC ♦ MS Office ♦ WordPress ♦ Custom Automation & AI Tooling