

SECURITY SYSTEMS NEWS

THE NEWSPAPER OF RECORD FOR THE SECURITY SYSTEM INTEGRATOR & INSTALLER

Robert Hofmann, 35

Business Development Manager,
Convergint Technologies

Robert Hofmann entered the security industry by way of Germany. A member of the United States Air Force in 1994, he was given a special duty assignment to work in the alarm zone, where his focus was on fire and security systems.

When he left the Air Force in 2000, it was a natural transition to work for an access control company, and eventually find his way to Convergint as a business development manager.



Hofmann believes that to attract young people, this industry should look hard at the IT world. “Convergence, that’s a word that’s been thrown around the industry for a couple of years,” he says, “and as we go down that road, it’s important to attract some of the young IT professionals that are skilled and interested in IT.”

Hofmann hopes to give back to the industry at least as much as he’s taken out of it. “I still have a great mentor that mentors me once a week or whenever I need him,” he says. “He’s been such a huge impact on my life within this industry that I owe it to him to pay it forward and take the things I have learned and take somebody and give him or her the keys to success.”

—Angelique Carson