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## **2020 Ones to Watch: Jeff Miller, System Design and Sales Executive at Inspired Technology and Communications, LLC**

May 29, 2020 - Spotlights



Jeff Miller

Inspired Technology and Communications, LLC

Which project, deal, or transaction was the “game-changer” in the advancement of your career? The project that was the game changer for me was working with the United States Coast Guard. It was a project that I really took to heart. I learned a lot on that project as it was my first sale coming from an installer role. It was a large video system with access control and security.

What led you to your current profession? As a child, I loved taking things apart and trying to figure

out how they worked. I always found it interesting that when I would put things back together, I still had a few extra screws left over (I know I am not the only one). When I went to high school, I had the option to go to a technical high school. It was really at that point in my life that I got heavily involved with small electronics and learning how to solder circuit boards and make small electronics work. From fixing old TVs to small appliances, I got hooked on wiring schematics. From there I started working with relay boards and learning how to make car alarms work with stereo systems. The next thing I know I am being asked if I would like to have a job with a security integrator and that is where my career started.

Who or what inspires you? I am inspired by the man I called my father. This man took the time to teach me how to be a man and take care of my family. He always taught me great values on how to be in every situation. Whether it was dealing with something good or bad, he showed me the value in it. If it were not for him, I would not be the person I am today.

What advice can you offer to someone who is interested in a career in your industry? The advice that I can offer to someone that is looking to come into the security industry would be to get ready for a great experience. The security industry is such a boundless industry to be part of. From all the different people you interact with to the multiple systems you can design and implement. It could be as simple as a small alarm system or as complex as a large fire alarm life safety system. Perhaps it could be an IP camera system or Access Control system, each day is a new chapter in life. It allows you to reach out and be able design and install your customer's needs.

New England Real Estate Journal - 17 Accord Park Drive #207, Norwell MA 02061 - (781) 878-4540