

JONATHAN (JON) PAYNE, CML

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Professional Summary

Results-driven professional with over 50 years of experience in the locksmith and door hardware industry. Skilled in sales engineering, door hardware consulting, and delivering comprehensive training programs on locksmith-related and door hardware-related topics. Recognized for expertise in electronic access control systems and a strong focus on teaching, mentoring, and coaching. Proven ability to develop and deliver engaging presentations, demonstrations, and training sessions. Track record of success in sales, account management, and relationship-based selling. Seeking a remote or travel-based role that leverages teaching and training skills while capitalizing on extensive industry knowledge and experience.

Skills

- Sales Engineering & Technical Sales
- Door Hardware Knowledge & Expertise
- Product Demonstration & Technical Presentations
- Training Needs Analysis & Training Delivery
- Industry Standards & Best Practices
- Door Hardware Consulting & Training
- Team Training, Mentoring, & Coaching
- Code Compliance & Regulations
- Analytical Problem-Solving & Critical Thinking
- Industry Trends Monitoring
- Solutions Selling & Relationship-Based Sales
- Excellent Written & Verbal Communication

Work History

Owner – Locksmith Lessons LLC 01/2023 to Present

- Establishing and operating a successful contract training business specializing in physical security-related topics.
- Leveraging extensive teaching and training experience to develop and deliver high-quality instruction to diverse audiences.
- Maintaining a track record as a skilled mentor, guiding aspiring locksmiths and professionals to enhance their skill set.
- Delivering engaging and interactive training sessions that promote active learning and practical application.
- Updating and expanding training programs to reflect the latest industry advancements, ensuring relevant content.
- Collaborating with industry experts to deliver workshops and demonstrations and enriching the learning experience.
- Demonstrating a commitment to professional development by staying updated on emerging trends in physical security.

LockPro Locksmith LLC – LockPro Locksmith LLC 01/2010 to 12/2022

- Established a highly reputable full-service locksmith and security firm in Elberton, Georgia, serving a diverse client base.
- Built and maintained strong client relationships by offering tailored locksmith solutions to ensure customer satisfaction.
- Developed effective sales strategies, resulting in consistent business growth, increased revenue, and expansion of client base.
- Conducted security assessments for residential, commercial, and industrial clients, delivering customized recommendations.
- Developed online and offline advertising to promote the company as the go-to locksmith and security provider in the region.

Contract Trainer & Instructor – Lockmasters Security Institute 01/2008 to 12/2010

- Delivered comprehensive training programs on basic locksmith techniques and electronic access controls.
- Facilitated engaging training sessions, effectively conveying complex concepts in a clear and accessible manner.
- Mentored students, providing hands-on instruction and personalized feedback to enhance their locksmithing skills.
- Received positive evaluations from students, demonstrating teaching abilities and commitment to student success.
- Utilized strong communication skills to establish rapport with students, fostering a positive and inclusive learning environment.

Previous Work History

Senior Technical Advisor – Onity Inc – United Technologies Fire & Security – 2001 to 2008

Part Owner/Stockholder/Senior Management Team Member – TESA Entry Systems – 1993 to 2001

Director of Technical Services – Entry Systems – 1992 to 1993

President/Owner/Chief Software Architect – Locksoft – 1989 to 1993

President/Owner – Professional Lockmasters Inc. – 1974 to 1989

Technical Skills

Computer: Advanced computer skills on MAC, Windows & Linux platforms, networking, remote sessions, Wordpress, LifterLMS, Web page development, Web site maintenance, CBT development/production, video development/production.

Mechanical: Advanced experience with power tools and industrial manufacturing equipment. Industry-recognized expert on covert entry techniques

Awards & Recognition

- Onity Relocation Bonus Award.– Onity – 10/2007
- ACE 3P Event Bonus Award – Onity – 08/2007
- 15-year Service Award – Onity – 07/2007
- ITO University – Onity – 02/2005
- Mid-Level Management Award – 03/2006
- State of Maryland Governor's Award for Crime Prevention Training
- Numerous awards from ALOA and various local locksmith associations

Professional Affiliations

- Active Member – International Association of Investigative Locksmiths
- Awarded Lifetime Membership – Associated Locksmiths of America (ALOA)
- Active Member – Safe & Vault Technicians Association (SAVTA)
- Lifetime Member – Clearstar Security Network

Certifications & Training

- Certified Master Locksmith (CML) – Associated Locksmiths of America (ALOA)
- Certified Protection Professional (CPP) – American Society of Industrial Security (ASIS) – Retired
- Previously Certified as an instructor by the Maryland Police Training Commission.
- Provided Certified classroom Crime Prevention Training for Maryland State Police and local county/city police departments

Patents (Co-Inventor)

- US D512,898 – Card & Pin Pad Reader
- US D532,421 – Card Reader
- US D512,297 – Electronic Lock System
- US D484,883 – Electronic Lock Card
- US 7,007,985 – Automatic Deadbolt Mechanism for Mortise Lock.
- US 6,895,791 – Electronic Lock System
- Currently 2 sole inventor Patents Pending Approval