NICHOLAS JOHN GRANGE

📞 079 658 6062 | ✉ ngrange@vox.co.za

PROFESSIONAL SUMMARY

Experienced security and fire systems consultant with over 28 years in system design, project execution, and business leadership across multiple sectors including mining, renewable energy, national infrastructure, and high-security installations. Proven ability to consult, design, and integrate advanced access control, surveillance, perimeter intrusion detection systems (PIDS), and alarms tailored to client-specific risk profiles. Currently serving as Business Development Manager at Stallion Security, focusing on strategic risk mitigation solutions and long-term client partnerships.

CORE COMPETENCIES

• Business Ownership & Leadership (5+ companies founded)

• Integrated Security Solutions Design

• Threat & Risk Assessment (TRA) using CPTED principles

• PIDS, Surveillance & Access Control Systems

• Large-scale Project Management

• Client Engagement & Long-term Relationship Building

• Compliance & System Auditing

• Tender Process Management

• AI-based Security Technologies

CURRENT ROLE

Business Development Manager – Stallion Integrated (2025 – Present)

Sector focus: Mining & Renewable Energy

• Lead turnkey security projects with a strong emphasis on AI integration

• Engage clients to assess site-specific risks and develop CPTED-compliant security plans

• Design integrated systems combining PIDS, surveillance, access control, and fire solutions

• Conduct full system audits and manage end-to-end implementation

BUSINESS OWNERSHIP & PREVIOUS ROLES

Owner & Managing Director – XtraVision (2020–2024)

Owner & Managing Director – Advanced Systems Designs (2019–2020)

Owner & Technical Director – C3 Shared Services (2006–2019)

Owner & Managing Director – Advanced Video Integrations (2004–2006)

Owner & Technical Director – TechniSec (1995–1999)

Sales Consultant – ADI Global & Reditron (2001–2004)

Technical Director – ArmorGroup Holdings (1999–2001)

- Delivered AI-integrated, cost-effective, and customized security systems, managed large-scale installations, conducted audits, and built trusted client partnerships.

- Managed large-scale installations for clients in mining, national infrastructure, and commercial sectors

- Conducted audits and created remediation action plans

- Built trusted partnerships through solution-based consulting

Sales Consultant – ADI Global & Reditron (2001–2004)
Technical Director – ArmorGroup Holdings (1999–2001)

NOTABLE PROJECT EXPERIENCE
Mining

- Impala Mines, Harmony Mines, FQML (Zambia), Newmont Gold (Peru, Ghana & Suriname)

- Designed and maintained IP surveillance, PIDS, and FOTAS fiber systems

Airports

- OR Tambo & Cape Town Int. Airports – GeoQuip acoustic perimeter detection integrated with DvTel and intercom systems

Power Stations

- Eskom (Arnot, Komati, Hendrina, Drakensburg Hydro) – Full security systems including PIDS, evacuation PA, and fire detection

- Soutpan 28MW Solar Farm – Integrated perimeter intrusion systems

Prisons

- Gaborone Maximum & First Offenders (Botswana) – Access control and video analytics systems

Commercial & Government

- Gautrain, Auditor General, Liberty, National Assembly (Lesotho) – Bulletproof access, surveillance, X-ray scanners

Residential Estates

- Dainfern Ridge, Blue Valley, Blair Atholl, Steyn City – Full security infrastructure installations

CERTIFICATIONS & REGISTRATIONS

- **PSIRA Grade B** – Reg. No. 307158

- **Electric Fence Installer** – Reg. No. EFSI 100759

- **Authorized Fire Detection Designer (SAQCC)** – Reg. No. DGS17/0092

TRAINING HIGHLIGHTS

- Eocortex Software Diagnostics & Analytics (2023)

- OGI EyeCGas Training – Opgal Optronics (2022)

- CIAS Microwave & Perimeter Design Courses (2021)

- IPVM Networking Certification (2017)

- FLIR, GeoQuip, Hanwha, Davantis, Fike Systems Training

- Project Management – Alusani (2016)

- SLA, NEC3 Compensation Events, Service Contract Management

- SAM Photo Certification (2023)

- Milestone Design Certification (2025)

TECHNICAL EXPERTISE

- PIDS: Thermal, Acoustic, Distributed Acoustic Systems (FOTAS, GeoQuip)

- Surveillance: IP & Thermal Imaging, Radar, AI Analytics

- Networking: TCP/IP (Layer 1–3), Fibre Optic, Industrial Networking

- Fire Detection: Video-Based & Analogue Systems, Evacuation PA Systems

- Access Control: Biometric, Card-Based, X-Ray & Vehicle Scanners

- Software: DvTel, Eocortex, GeoQuip, Fike, Video Analytics Platforms

MILITARY BACKGROUND

South African National Defence Force – Full Lieutenant (1991–1995)

- Officer Commanding, Infantry Corps

- Dog Handling & Training Certifications

- Commendations for Operational Excellence