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2018 Ones to Watch: Mike Costello, Vice President, N.J. Division at American Security

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Name: Mike Costello

Title: Vice President, New Jersey Division

Company: American Security

Address: 800 Inman Ave Colonia, NJ 07067

Year that you entered your current field? 1982

What are your professional goals for 2018?

This year I am tasked with developing the New Jersey market for fire alarm and security contract sales, services, inspection and maintenance. American Security has many relationships throughout NY and NJ and a great reputation precedes me. There are many amazing folks at American Security to support me including Shia Tauber, life safety director who is a real rock star. Our fearless leader, Sean O'Neill is a true visionary and has reinvented a 39-year-old company which is roaring into the new year.

How do you manage the work/life balance?

I love to work and I love to play. I would tell school kids during career day that I work only half days. They really loved that until they realized I was talking about working 12 hours a day. But it is really not "work" if you love what you're doing. In my spare time I enjoy bow hunting, fishing and growing tomatoes in our garden and cooking with my wife, Maggie. Getting to the point of the question, there's only 24 hours in each day and I try to squeeze every minute of life out of each minute.

How did you get your start in your current field?

When I was boy all I wanted to do was to become a fire fighter. While waiting to be called up for a fire fighter position with the Hackensack, NJ fire department I attended a community college for fire science. I ultimately received my BS degree in Fire Protection and Safety Engineering Technology from Oklahoma State University. At that time OSU was one of only two schools in the country to offer a ABET accredited degree in fire protection. From there I was employed by a large fire

protection company in Dallas, TX.

Who or what do you attribute to your success?

Success happens when hard work and opportunity meet. I have encountered many obstacles and have had my share of failure in my 35-year career. However, one must learn from failure and never, ever give up. Don't go back to the house when faced with obstacles or failures; find a way around it, go over it and if necessary go through it. This is not always easy to do and takes dedication and sacrifice at the expense of family. Having a very understanding and supportive family is essential and a large reason for success.

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