GARDAWORLD
Careers

ECAM - Account Executive - 75k+Commission - Vancouver/Langley

Reference	1426665600
Work locations	Vancouver (British Columbia, Canada)
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About GardaWorld

Give your career a new vision with ECAM-Responsible Executive in Vancouver

ECAM, a GardaWorld company, is transforming how companies protect their people and assets. As the largest video surveillance provider in the country, we protect sites nationally using state-of-the-art technologies, state-of-the-art deployment speed and a dedicated team that has a real impact every day.

We are growing and looking for leading talent to join our team in Vancouver.

If you are developing in a fast high-tech environment, are proud to provide quality work and are motivated by making a significant difference, this is your opportunity to be part of something bigger.

What ECAM Brings to You as an Account Executive

- Basic salary 75k + Uncapped Commission + Full benefits
- The typical hiring scale for this position is 70k-75k per year, plus the applicable commission based on individual performance and company, and is specific to candidates located in this location. The salary will be determined based on your knowledge, skills and skills, and you will have the opportunity to grow after you join.
- If you are interested in the job but your expectations do not fully match the range provided, we always encourage you to apply. Considerations can be made based on your level of experience.

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What Your Days Will Look Like

- Aggressive prospecting and development of a strong pipeline of new business accounts in Lower Mainland through cold call, consultation, digital broadcasting, networking and reference development
- Identify and pursue vertical targets: construction, commercial real estate, retail, hotel, real estate management, strata and light industry
- Conduct discovery meetings and needs assessments to position ECAM solutions as the clear choice for smart security and risk mitigation
- Present and propose custom solutions, including live video surveillance, mobile surveillance units, AI-led security technology and integrated site protection
- Moving first contact opportunities effectively to the agreement signed with discipline and urgency
- Maintain accurate pipeline records, business logs and CRM (Salesforce / Zoho) data to support team forecasting and alignment
- Partner with operational, project management and technical teams to ensure transparent client integration
- Consistently meet and exceed new monthly and quarterly business objectives

What We're Looking For

- A hunter's mindset — you treat your territory as your own business and you are fully owned
- High energy and high production — you understand pipeline cures all problems and you build it tirelessly
- Exceptional communication skills – articulate, trust and convince, whether in person, on the phone or through digital broadcasting
- A competitive nature and a genuine desire to win — and not just to participate
- Resilience — you hear no and see it as useful information, not as a final answer
- Technology-based comfort learning solutions quickly and communicate their value simply
- A valid BC driver's licence and access to a reliable vehicle
- 1–3 years in any sale, face to face, or business development is an asset — exceptional candidates with demonstrated hunger will be considered regardless of the lifespan
- The opportunity is real, the team is ready, your decision.
- Continue with ECAM, apply now!
- Note: No AI tools are used for the screening, assessment or selection of candidates for this position.
- This assignment is for a position currently vacant within the organization.

Search for reference 1426665600 on the Canadian GardaWorld careers portal.

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