GARDAWORLD
Careers

# GardaWorld - Business Development Manager - Calgary OR Edmonton - 70k-80k+commission

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| **Reference** | 1439503300 |
| **Work locations** | Calgary (Alberta, Canada) · Edmonton (Alberta, Canada) |
| **Published** | November 11, 2026 |

## About GardaWorld

Give your career a new vision with ECAM-Director of Business Development – Calgary or Edmonton. $70K–80K + Commission

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.

Are you driven to win new business? We are growing in Alberta and looking for someone who can identify opportunities, build strong relationships and transform perspectives into clients.

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 a Business Development Manager

- $70K–$80K base salary + commission
- Permanent full-time employment
- Car allowance and mileage
- Benefits
- The flexibility to be based in Calgary or Edmonton, with the opportunity to start your business anywhere in Alberta.
- Support for a national technology-based organization

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## What Your Days Will Look Like

- Identify and exploit new business opportunities across Alberta.
- Build your pipeline through proactive prospecting, cold awareness, networking, referrals, customer visits and industry events.
- Research perspectives, identify decision makers and discover opportunities where ECAM can add value.
- Build relationships with business owners, executives and senior leaders.
- Direct the sale process from contact and initial discovery to negotiation and closing of proposals.
- Develop custom solutions and presentations with the support of internal teams.
- Work with account managers and regional teams to identify other opportunities.
- Maintain pipeline activity and accurate forecasts in Microsoft Dynamics.
- Representing ECAM at networking events, trade shows and industry associations.

## What We're Looking For

- 5 years and more experience of commercial development or sales B2B.
- A proven track record of winning new clients and meeting or exceeding sales targets.
- Someone who is comfortable in prospecting, who opens doors and creates opportunities from the ground.
- Strong relationship-building, communication, presentation, negotiation and closing skills.
- Trust in business owners, C-suite senior executives and decision makers.
- Strong business sense and the ability to connect the customer needs the right solution.
- Self-motivated and comfortable to work independently.
- Experience with CRM systems such as Microsoft Dynamics or Salesforce.
- Valid driver's licence and ability to travel throughout Alberta.
- Experience in the security industry is an asset, but not necessary. Experience in selling technologies, managed services, telecommunications, facility services or other complex B2B solutions is very relevant.
- The opportunity is real, the team is ready, your decision.
- Continue with ECAM, apply now!
- Ready to win a new business and make your mark in Alberta? Apply now.
- Note: No AI tools are used for the screening, assessment or selection of candidates for this position.
- This posting is for a position that is currently vacant within the organization. SSAlarm

## GardaWorld: Make the world a safer place

- GardaWorld, the world's leading safety company, offers exciting career opportunities in a changing industry. We celebrate diversity and invite talent from all walks of life to apply.

Search for reference 1439503300 on the Canadian GardaWorld careers portal.

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