GARDAWORLD
Careers

ECAM security - account executive - 75k-90k+com+mileage - Winnipeg

Reference	1443380400
Work locations	Winnipeg (Manitoba, Canada)
Published	November 21, 2026

About GardaWorld

Give a new vision of your career to ECAM-Responsible Executive in Winnipeg

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 Winnipeg.

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

- 75k-90k + commission + mileage + benefits
- Be part of a market leader in proactive video surveillance and surveillance.
- Contribute to innovative security solutions that offer measurable customer value.
- Working in a collaborative and growth-oriented environment.
- Access to national and international career opportunities within GardaWorld.
- Participate in a high-yield sales culture with a high potential for gain.

What Your Days Will Look Like

- Proactive prospect and development of new business opportunities in target markets.
- Manage the full sales cycle, including lead production, discovery, proposal development, negotiation and closure.
- Converting inbound leads into revenue-generating opportunities.
- Present and position ECAM, live, video surveillance and integrated security solutions for key decision makers.
- Develop and implement strategic account plans to maximize revenue growth.
- Maintain a robust and accurate sales pipeline, ensuring consistent quota achievement.
- Provide accurate pipeline management and forecasting using CRM tools.

What We're Looking For

- Experience in a sales or business development role involving quotas.
- Commercial physical security sales experience is required.
- Strong understanding of security systems, including CCTV, access control, and related technologies.
- Experience with live video monitoring and Recurring Monthly Revenue (RMR) sales models.
- 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 1443380400 on the Canadian GardaWorld careers portal.

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