GARDAWORLD
Careers

Ecam - Account Executive Oil, Gas & Mining - 75k-90k + com - Calgary or Edmonton

Reference	1446494800
Work locations	Calgary (Alberta, Canada) · Edmonton (Alberta, Canada)
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About GardaWorld

Give your career a new vision with ECAM-Compte Executive Oil, Gas & Mining in Calgary or Edmonton

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 Calgary or Edmonton

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 Account Executive Oil, Gas & Mining

- 75k-90k + commission + mileage + insurance

What Your Days Will Look Like

- Aggressive prospecting, cold call and hunting new business through oil and gas operators,
- EPC contractors, pipeline companies, mining operations, and site construction firms throughout Northern AB and BC.
- Build and possess a solid pool of qualified opportunities from first contact to proximity — with discipline, CRM rigour, and a constant mindset of follow-up.
- Using an existing network of site supervisors, procurement managers, business leaders and project managers to speed up conversations and compress sales cycles.
- Conduct on-site visits, product demonstrations and on-site evaluations to understand customer needs and position our MSU lighting towers as the obvious solution.
- Develop and implement territorial accounts plans with clear revenue targets, business measures and competitive positioning strategies.
- Negotiate contracts and prices

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What We're Looking For

- 5+ years of B2B field sales experience in oil & gas, energy services, industrial equipment, or related sectors in Western Canada.
- A proven and verifiable assessment of the development of new businesses — numbers, percentages, rankings or rewards that support demand.
- An established network of contacts across oil & gas operators, EPC firms, pipeline contractors, or oilfield services companies in Northern AB and/or BC.
- A good understanding of remote operations, temporary electricity or lighting requirements, or the rental and sale of mobile equipment.
- Excellent negotiating, presentation and closing skills — you know when to push and when to take a break.
- Skill in CRM systems and disciplined approach to hygiene and forecasting sales data.
- Valid driving licence and willingness to travel widely throughout the territory, including remote visits.
- 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 1446494800 on the Canadian GardaWorld careers portal.

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