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# ECAM - Commercial fixed Security account executive - Vancouver - 75k+com

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| **Reference** | 1453676400 |
| **Work locations** | Vancouver (British Columbia, Canada) |
| **Published** | November 25, 2026 |

## The position

Position Title: Commercial Fixed Security Solutions Account Executive (British)

Columbia)

Position Reports to: District Sales Manager (DSM)

Date of release: January 2026

Job Code: 202B

Location: British Columbia (Greater Vancouver preferred; open to broader BC)

Position Summary

Under the authority of the District Sales Director, the Commercial Fixed Security Solutions Account is responsible for prospecting, developing and closing new operations across British Columbia for integrated commercial security systems. This role sells end-to-end solutions that can include access control, intrusion detection, video surveillance (IP CCTV/VMS), intercom and perimeter technologies, and service, maintenance and surveillance agreements that generate recurring revenues. CCC has a full sales cycle, from discovery and determination of the scope of solutions to the proposal, negotiation, closure and re-entry of the project, while maintaining strong customer relationships and predictable forecasting discipline.

Duties & Responsibilities

- Build and execute a land plan to generate a qualified pipeline through the
- prospecting, referrals and channel relations.
- Develop and maintain relationships with property management, facility leaders,
- IT Security Directors, Operations and Stakeholders.
- Lead consultative discovery, onsite security assessments, and requirements
- collection to define the scope and criteria for success.
- Partner with solution engineering, design, and operations to develop system designs,
- validate compliance and ensure accuracy of quotation and margin discipline.
- Selling integrated commercial security solutions, including access control, intrusion, and
- video surveillance (IP CCTV/VMS), and related perimeter and intercom
- technologies.
- Develop and present clear proposals and business case-ready, including
- ROI and risk-reduction narratives when appropriate.
- Negotiate commercial terms, manage procurement and RFP responses, and drive
- deals to close while balancing customer value and profitability.
- Coordinate internal stakeholders for smooth start-up and transfer of the project, remaining
- committed through key steps to protect customer experience and revenues
- recognition.
- Identify expansion opportunities (add-ons, upgrades, technology refresh) and attach

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- Service, inspection and surveillance agreements to improve life cycle value.
- Maintain activity, pipeline and accurate forecasts in CRM; communicate
- with sales support and operations on priorities and customers
- commitments.

## Required qualifications

- 4 years and more B2B sales experience in commercial security
- low voltage systems or adjacent technical solutions.
- Practical knowledge of IP access control, intrusion and video surveillance concepts,
- including how these systems integrate with network and IT environments.
- Demonstrated ability to conduct a full-cycle advisory sales process: prospecting,
- discovery, solution scoping, proposal, negotiation, and close.
- Strong written and verbal communication skills, including the ability to present
- senior stakeholders and defend value-based pricing.
- Competency with CRM systems and sales productivity tools; disciplined approach
- pipeline management and forecasting.
- Valid driver's licence and ability to travel to British Columbia for the customer
- meetings and site visits.

Preferred

- Experience selling or supporting enterprise or mid-market security solutions (e.g.,
- access control platforms, VMS, intrusion panels, intercom or visitor management).
- Ability to read basic drawings/specifications and to collaborate effectively with
- Engineering and project implementation teams.
- Familiarity with leading manufacturers and platforms commonly used in commerce
- security environments (e.g. Genetec, LenelS2, Avigilon, Milestone,
- Honeywell, Bosch and others).
- Experience in selling service and maintenance contracts, including renewals and
- multi-year agreements.

Working Conditions

- Role in the field with a mix of home offices, client sites and periodic offices
- presence.
- Local regular trips to British Columbia; occasional walk after working hours, launch
- meetings, or project milestones when needed.
- Work mainly sedentary with intermittent physical needs related to the site
- assessments (walking job sites, climbing stairs, and standing for periods of time).

Search for reference 1453676400 on the Canadian GardaWorld careers portal.

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