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Careers

GardaWorld - Directeur(trice) de Comptes - Montreal

Reference	1454024100
Work locations	Montréal (Quebec, Canada)
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Account Manager – Commercial Security Systems

Position Summary

The Account Manager is responsible for the prospecting, development and management of new relationships with commercial customers in the security systems industry.

Key Responsibilities

- Develop and manage a large sales pipeline to meet or exceed quarterly and annual sales targets.
- Establish and maintain strong relationships with decision makers and stakeholders within the assigned market segments.
- Assess client needs and recommend appropriate solutions, including access control, video surveillance, intrusion detection and integrated security systems.
- Maximize growth in existing accounts through cross-selling and upward sales initiatives.
- Identify, qualify and exploit new business opportunities through networks, references and market analysis.
- Work closely with internal teams (internal sales, engineering, technicians and project management) to ensure the quality of the solution and the success of the project.
- Prepare and present professional proposals, specifications and presentations.
- Maintain accurate and up-to-date information on customers, sales activities and forecasts in the CRM.
- Continuously monitor market trends, competitor activities, and technological advancements.
- Representing the organization at industry events, trade shows and customer meetings.

Job Requirements

- University degree in business administration, engineering or other relevant field (an asset).
- At least 5 years of experience in a B2B sales and/or field sales role in the areas of commercial security, technology, telecommunications or construction systems.
- Strong communication skills in French.
- Bilingualism (English and French) to communicate with Anglophone clients as needed (an asset).
- Valid BSP (Bureau de la sécurité privée) licence.

Working Conditions

- Hybrid work arrangement.
- Office-based environment.
- Daytime travel is required.

Additional Information

Accommodation is available upon request to support your participation in all stages of the recruitment process.

Please note that AI tools can be used to support screening, assessment or selection of applications for this position.

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