

Price's Alarms
100 - 4243 Glanford Ave
Victoria, BC V8Z 4B9

Phone: (250) 384-4104
Toll Free: 1 (866) 384-4104
Web: PricesAlarms.ca

Other local offices in:

Duncan - 340 Trans Canada Highway
Nanaimo - 6-1850 Northfield Road
Courtenay - 2885-D Cliffe Avenue
Burnaby - 116-3823 Henning Drive
Kelowna - #1-1551 Sutherland Ave.
Vernon - 2-4325 25th Avenue
Edmonton - 14808 Stony Plain Rd. NW



We are currently seeking an experienced Account Manager for our Edmonton Team
Position: Security Advisor-Systems Integrator
Location: Edmonton, Alberta

About the role:

- 100% outside sales, client facing
- Managing an Edmonton territory comprised of existing clientele and new business
- Strong focus on Business Development and Relationship Management
- Selling into a variety of different verticals; Tech, Construction, Commercial, Real Estate, Government, etc
- Sales cycles are known to be extensive; 2-10 months long
- Project management
- Actively participate in training sessions, webinars and learning opportunities

About you:

- Strong selling skills, ability to listen and tailor presentation to meet customer needs
- Persistent and pro-active
- Excellent follow through
- Competitive and efficient
- Minimum of 3-6 years of quota carrying, outside sales experience
- Competencies in quoting large commercial projects, including response to tender submissions.
- Experience in CCTV, Access Control Systems, Intercom, Apartment Entry Systems and intrusion systems
Experience in Kantech, Interlogix CCTV preferred but not required
- Strong technical background
- Strong computer skills relating to using detailed quoting programs, Microsoft Excel and Word
- Excellent oral and written communications skills
- Ability to thrive in a self-managed position

What's in it for you?

- Guaranteed Earnings comprised of base + commissions, \$95K+ OTE, gas allowance, full benefits package, RRSP contribution matching
- Work for one of Western Canada's leading Kantech Global Dealers
- Work for one of Canada's most respected and oldest Security Integrators
- Be supported by a team of project and administration facilitators
- Ability to have a strong impact on direction of the company and growth in the Edmonton market

If you are the candidate for this role please send your resume and cover letter to Sue.Collins@PricesAlarms.ca
All submission must be in pdf or word format. We look forward to hearing from you.