

Account Executive – Security & Fire Solutions






Type: Full-Time


Salary: \$65,000 – \$85,000 annually + Commission & Performance Bonuses

Drive Growth. Build Relationships. Make an Impact.

At **Technical Systems Group Inc. (TSG)**, we specialize in delivering advanced commercial security and fire protection solutions that keep businesses safe and secure. We're looking for an **Account Executive** who's ready to combine **sales expertise with technical understanding** to help expand our reach, serve our customers, and achieve measurable results.

Why You'll Love This Role

-  **Competitive Pay:** \$65,000 – \$85,000 annually + commission & performance-based bonuses
-  **Unlimited Potential:** Earnings grow as you exceed goals and expand customer accounts
-  **Customer-Focused:** Build trusted relationships and guide clients through design to installation
-  **Full Benefits:** Paid vacation, sick leave, holidays, life insurance, health plans, and 401(k)
-  **Career Growth:** Access to professional development and industry certifications

 **Note:** *The posted salary range reflects the broad spectrum of expertise and experience levels applicable to this role. Compensation will be determined based on the candidate's qualifications, skills, and relevant experience.*

What You'll Do

- Sell **security and fire alarm solutions**, overseeing design and installation delivery
- Research the regional marketplace and competitors to shape winning sales strategies


- Build long-term customer relationships across card access, wireless access, cameras, and inspections
 - Stay current on vendor offerings, technical updates, and market trends
 - Prepare cost estimates and bid proposals from construction documents
 - Review design requirements and codes to ensure compliance
 - Conduct building surveys to assess installation costs
 - Manage project handoffs, contract documentation, and change orders
 - Visit sites to monitor performance and safety, ensuring successful closeouts
 - Collaborate with project managers to track field progress
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What You'll Bring

- Technical certification or degree in a related field
 - 2–5 years' experience in complex sales, preferably security/fire systems
 - Proficiency in Microsoft Office and CRM tools
 - Familiarity with CAD software and blueprint/spec review
 - Strong knowledge of access control, CCTV, and fire alarm systems
 - Excellent communication, organization, and customer service skills
 - Solid financial and reporting acumen
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Next Steps

If you're ready to **drive results while building meaningful customer relationships**, we want to hear from you.

 **Apply Now:** hr@tsgsecurity.com