

**Approved:** 4/10/2025

**Job Title:** Account Manager

**Pay:** \$70,000 - \$100,000 per year based on experience

**Job Type:** Full-time salary

**Benefits:**

- Flexible Paid Time-Off
- Paid Holidays
- Health Insurance (employer pays 100% of employee's premium)
- Dental Insurance (employer pays 100% of employee's premium)
- Employer matched retirement
- Company cell phone
- Company computer
- Company credit card
- Paid training for certification

**About Us:**

Integrated Protection Systems, Inc. is an established security system integrator headquartered in Minneapolis, MN. We specialize in the installation and servicing of leading-edge security systems in the commercial housing, hospitality, gaming, and municipality industries. We are rapidly growing and looking for electronic systems technicians to install and service commercial electronic systems including access control, video surveillance, security alarms, IP networks and cabling.

We are currently located in Minnesota, Florida, Georgia, Texas, and Arizona and perform work across the United States.

**About the Position:**

As an account manager with IPS, you will work with our experienced sales team, installation manager, and project managers to manage all aspects of servicing key accounts. Your work will be a combination of estimating and designing security systems, coordinating projects with general contractors and Integrated Protection Systems Staff, and monitoring each project from quote phase to billing phase.

A typical workday may include creating quotes for new and replacement security systems; design and layout of camera, access control, antenna, and security systems; coordinating and conducting site walks; providing bids for construction projects; and coordinating system installation.

**About Your Role:**

We are looking for team members who are self-motivated and want to build a career as an account manager. Your skills make a difference and we will compensate you accordingly. We value experience and we are willing to help you train and gain experience to further your career with our company.

You will have the ability to:

- Work independently and as part of a team
- Manage multiple projects and organize work
- Communicate effectively and promptly with customers, contractors, and staff
- Remain knowledgeable in computers, electronics, access control, camera surveillance, public safety and security and building and construction

- Pass a criminal background check and drug screening and have a clean driving record prior to employment

**Why work for IPS:**

- Our company is a family-oriented company invested in the well-being of our employees. We believe that satisfied employees will be productive employees.
- We have a proven safety record of keeping our employees safe on the job.
- IPS offers professional development and opportunities for advancement in our company.
- We encourage promotion from within our company whenever possible.
- We are a military family and honor our employees and their family members who have served in the United States military.
- We offer longevity bonuses to our employees, as well as monthly employee recognition awards, regular reviews with wage advancement opportunities, and on-going training and certification.
- We realize that work can be fun, and we enjoy friendly competitions among our employees.

[Full Job Description: IPS Account Manager](#)