

Join Our Team!

Business Solutions Officer



esri Official
Distributor

Job Overview

The Business Solutions Officer is responsible for driving the marketing, sales, implementation, adoption and ongoing support of the company's software solutions. The role includes conducting product demonstrations and presentations, managing client relationships, supporting implementation processes, and promoting products and services through strategic initiatives to enhance customer satisfaction, retention, and business growth.

Duties & Responsibilities

- Promote the company's software solutions to prospective clients
- Conduct product demonstrations and presentations tailored to client needs
- Build and manage client accounts and provide ongoing support to ensure satisfaction and retention
- Respond promptly to customer inquiries and resolve issues efficiently
- Build and maintain strong client relationships to encourage retention and growth
- Support onboarding and implementation of the software for new clients
- Identify client needs and recommend appropriate solutions
- Collaborate with internal teams to improve product delivery and customer experience

Qualifications

- Bachelor's degree in Business, Marketing, Sales, or a related field
- Minimum of five (5) years of relevant work experience

Knowledge, Skills & Abilities Required

- Proven experience in sales, business development, and customer support
- Strong presentation and communication skills with the ability to conduct product demonstrations
- Strong problem-solving and customer service skills with the ability to respond to inquiries efficiently
- Self-motivated, organized, and able to manage multiple client accounts independently
- Strong prioritization, organization, and multi-tasking skills with high attention to detail
- Ability to effectively prioritize and execute tasks in a fast-paced environment
- High level of self-initiative with the ability to work well under pressure
- Able to work effectively with minimal supervision
- Knowledge of the real estate industry is an asset

Please submit a **cover letter, resume, and two recommendation letters from a previous or current supervisor or manager** via e-mail to hr@tbsl.bz. **Kindly carefully review all requirements before applying.**

Work location: Belmopan, Belize

Deadline to submit application: Friday, August 21st, 2026

TBSL is an established Belizean ICT solutions company and the local distributor for Esri, the global market leader in GIS software, location intelligence, and mapping. TBSL provides high-quality and cost-effective business solutions to customers in a wide range of industries in Belize and has a management team with 25 years of geospatial and business solutions experience.