

Careers

All Business Solutions: Turning Dreams into Reality with Cutting-Edge Technology

In today's fast-paced digital world, having the right technology can make all the difference. That's where **All Business Solutions** comes in. As a dynamic tech company, we specialize in transforming ideas into reality with our dedicated team of experts. Whether it's web development, mobile apps, or custom software solutions, we bring innovation and precision to every project.

Our passionate developers and engineers work tirelessly to craft cutting-edge solutions tailored to each client's unique needs. No dream is too big or too complex—we thrive on challenges and are committed to delivering excellence. From startups looking for a breakthrough product to established businesses seeking digital transformation, we ensure seamless execution and top-tier functionality.

At **All Business Solutions**, our mission is simple: to empower businesses and individuals by turning their tech visions into reality. If you have an idea, we have the expertise to bring it to life. Let's build the future together!

Key Responsibilities

- Identify and pursue new business opportunities in the tech sector both locally and internationally.
- Research and build relationships with new clients.
- Develop and execute strategies to grow business in both existing and new markets.
- Understand client needs and recommend appropriate technology solutions.
- Prepare and deliver sales presentations and portfolio demonstrations.
- Negotiate contracts and close sales deals to meet or exceed quarterly sales targets.
- Build and maintain strong, long-lasting client relationships.
- Keep up-to-date with industry trends, market activities, and competitors.
- Analyze market potential and develop strategic plans for sales growth.
- Provide feedback to internal teams on customer requirements and market trend

- Work closely with the team lead, project management, UX/UI design, and development teams to ensure successful pitches.

Required Expertise/Skills

- 2-5 years of experience in tech sales, business development, or a related role.
- Proven track record of meeting or exceeding sales targets in the tech industry.
- Experience selling technology solutions such as SaaS, UX/UI design services, software development, or IT services.
- **Technical Knowledge**
 - Strong understanding of technology solutions and emerging trends (e.g., ***).
- **Skills**
 - Excellent communication and interpersonal skills with a client-focused mindset.
 - Strong negotiation, problem-solving, and presentation skills.
 - Ability to develop and execute strategic sales plans and adapt to a fast-paced environment.

Qualifications

- Education
 - Bachelor's degree in Business, Marketing, Information Technology, or related field, or equivalent industry work experience
- Experience
 - 2-5 years of experience in tech sales, business development, or a related role.
 - Proven track record of meeting or exceeding sales targets in the tech industry.

- Experience selling technology solutions such as SaaS, UX/UI design services, software development, or IT services.

AT THE PUTTER SECTION, CREATE A FORM FIELD TO UPLOAD THE CB AND
SUBMIT BUTTON