



SENIOR DIRECTOR OF BUSINESS DEVELOPMENT

About Us: Founded in 2013, Labor Solutions, a social enterprise, leverages technology to engage and educate workers. We provide consumer brands with big data about human rights risks by equipping suppliers (factories) with human resources tech tools to educate, connect and engage workers. WOVO, our flagship product, is one app for workers (to communicate, learn & report), one platform for suppliers and one dashboard for brands.

Our tools ensure that factory workers know their rights and responsibilities, can access remedies, and are heard by stakeholders. We serve over 1.5 million workers (80% women) in 25 countries and 24 languages. Our key strength is our ability to reach workers. Our in-market team understands the challenges facing users. We use worker-centric design, designing for an underserved market: workers with lower education and literacy rates.

Our advisory services help to build collaborative social ecosystems to drive change. We partner with leading experts to produce quality eLearning courses & measurement tools to amplify impact.

We are a business for women, founded, managed and owned by women.

As the **Senior Director of Business Development** at Labor Solutions, you will be responsible for generating sale leads and expanding the customer base. We expect you to drive business growth by identifying opportunities, tracking new markets, and building sustainable client relationships. The Director of BD will have clear revenue based key performance indicators.

What you'll be doing:

- Closely work with the CEO and the SVP of Sales and Client Advisory to establish strategies to expand Labor Solutions market position.
- Set business development objectives and implement action plans for achieving set targets.
- Develop and maintain a robust pipeline toward target entities to continuously grow the business and generate sales.
- Build and maintain a professional network and working with people from a wide range of sectors, organizations and levels
- Prepare and present powerful, persuasive sales presentations that effectively demonstrate the value proposition of Labor Solutions
- Work with teams to develop new products, workshops, trainings and services to better support clients
- Meet with clients virtually and face to face, travel will be required.
- Collaborative internally with operations, Client Advisors, Learning and other teams to ensure successful implementations
- Monitor market trends and analyze existing business development approaches and recommend changes as may be required.



- Expand pipeline by actively searching for quality leads and engaging in introductions and creating solution-based proposals.
- Build and maintain Labor Solutions' partnerships with industry stakeholders including NGOs, International Organizations, Multi-stakeholder Initiatives, etc.
- Actively involved in the development and implementation of marketing materials and tools to support business development activities.

Who we are looking for:

- Entrepreneurial Consultant, eager learner with resilience, strong problem-solving skill and initiative
- Strong knowledge and demonstrative experience in social sustainability, human rights, social compliance, social sustainability, ESG, human resources, manufacturing or related fields
- Ability to speak knowledgably and persuasively with professionals across the field in a variety of levels.
- At least 3 years of professional experience in a client facing role that includes business development and or marketing
- Ability to work independently, to take initiative and to overcome obstacle
- Excellent stakeholder management skills
- Perform tasks with high degree of accuracy and efficiency
- Excellent organizational and time management skills; ability to meet deadlines
- Excellent English oral and written communication skills
- Ability to successfully manage competing priorities, keeping constant sight of the overall objectives
- High degree of flexibility in a demanding, fast paced & frequently changing environment
- Strong service orientation in responding to customer needs
- Experience working with or in multinational companies or significant time overseas.
- Fluent in a second language preferred, such as Indonesian, Chinese, Hindi, Kannada, Malay, Bengali, Telugu, Vietnamese, Khmer or Spanish.
- As most of our team is remote, the role does not need to be based in an office, however the candidates must be based in Asia, with a preference for Indonesia, India or Singapore.

Interested candidates should send their CV to jobs@laborsolutions.tech