



Senior Business Development Manager

Location: Remote (Europe or Asia), will not accept applicants based in the Americas

Reports to: VP of Business Development

About Labor Solutions

Labor Solutions builds worker-centric technology and services that help global brands and their suppliers engage, educate, and hear workers at scale. Our flagship platform, WOVO, serves 2.75M+ workers across 41 countries in 26 languages.

The Role

As a Business Development Manager, you'll help grow our pipeline, support enterprise pursuits, and turn prospects into happy clients. This role is ideal for someone with at least 3 years of experience in BD, sustainability (human rights), partnerships, account management, or consulting. Direct sales experience is a plus—but curiosity, grit, organization, and clear communication matter most.

What you'll do

- Pipeline generation: Research target accounts, map stakeholders, run outbound campaigns, and qualify inbound interest.
- Prospect engagement: Book and prep discovery calls; capture needs and translate them into next steps.
- Proposal support: Coordinate with cross-functional teams to craft concise, tailored proposals and SOWs.
- Sales operations: Maintain CRM accuracy, build contact lists, track activities, and report on funnel metrics.
- Content & enablement: Help refine decks, one-pagers, case studies, and event materials.
- Events & webinars: Coordinate logistics, outreach, and follow-ups; support thought-leadership initiatives.
- Market research: Track policy trends, industry news, and competitor offerings to inform campaigns.
- Handover to delivery: Transition closed deals smoothly to Client Advisory/Implementation with clear context.

What you'll bring

- At least 5 years in business development, partnerships, account management, or sustainability/social impact
- Strong organization and follow-through; comfortable managing many moving parts and deadlines.
- Clear written and verbal communication; confident presenting to diverse stakeholders.
- Curiosity about worker voice, human rights, and supply chains; eagerness to learn enterprise sales.
- Ability to travel 2-4x a year to attend conferences or meet clients
- Ability to work across time zones in a fast-moving, remote environment.
- Languages: Excellent English; additional languages are a plus.

KPIs

- Qualified opportunities created and conversion to late stages
- Meeting volume and account coverage in target segments
- Proposal cycle time and completeness



- CRM data quality and campaign follow-up rates

Work Environment: Fully remote; mission-driven, women-founded team.

Compensation

This role includes a base salary plus commission, directly linked to your sales and business development results.

We strongly believe that success should be shared — when the organization wins, you win. There are no additional bonuses or allowances. Your earnings grow directly with the clients and opportunities you help bring in, providing a clear, motivating link between effort and reward.

To apply: Send your CV to jobs@laborsolutions.tech.