



BUSINESS DEVELOPMENT MANAGER

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 & 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 **Business Development Manager** 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.

What you'll be doing:

- Develop and maintain a robust pipeline toward target entities to continuously grow the business and generate sales
- Expand pipeline by actively searching for quality leads and engaging in introductions and creating solution-based proposals.
- Maintain consistent sales growth by continuously establishing new accounts and growing existing accounts
- Work closely with the SVP of Sales and Client Advisor and the Director of Business Development to set business development objectives and implement action plans for achieving set targets.
- Prepare and present powerful, persuasive sales presentations that effectively demonstrate the value proposition of Labor Solutions
- Collaborate 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.
- 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
- At least 3 years of professional experience in sales, business development and or marketing, ideally in a similar subject matter field—human rights, social compliance, social sustainability, ESG, human resources, manufacturing etc
- Strong analytical and marketing skills
- Ability to work independently, to take initiative and to overcome obstacle
- Perform tasks with high degree of accuracy and efficiency
- Excellent organizational and time management skills; ability to meet deadlines
- 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.
- Strong English oral and written communication skills
- Fluent in a second language preferred, but not required, 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