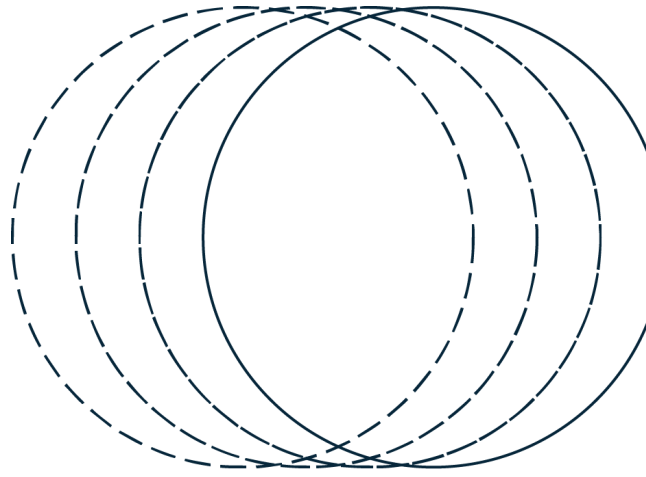


Europe (& USA) Business Development Lead



Closing date of application: 14th September 2026

Salary: Competitive

Commitment: Full Time

Location: Europe (Germany/Netherlands preferred)

Proposed Start Date: October 2026

Please email CV and cover letter to hr@fiftyeight.io Reference Code: EUBDLSEP26

About FiftyEight

Our vision is simple: Good work for people everywhere.

[FiftyEight](#) partners with business, academia, government and civil society to better identify and take action to address exploitation in the supply chain, raising the bar for working conditions globally. We combine innovative research and actionable data with technological solutions to address worker exploitation and harmful forms of child labour. We draw together insights across the breadth of supply chains, from grassroots communities to boardrooms.

As a B Corp certified company, FiftyEight ranks in the top 1% of businesses globally for meeting the highest standards of social and environmental performance, transparency and accountability. We are respected global leaders in creating technological solutions to prevent, mitigate and eliminate exploitation from the earliest stages of the recruitment journey. Our research and recommendations on addressing the challenges of modern slavery and worst forms of child labour are referenced widely in academic and industry publications and are used to inform activities and interventions within both public and private sector institutions internationally.

Our dedication to improving workplaces globally includes our commitment to the personal growth and development of every member of our team.

Your Role

Reporting to the CEO and in close collaboration with FiftyEight's international team, you will be responsible for the strategic market expansion of FiftyEight's key tools and services within the

FiftyEight



+44 3036 665459
info@fiftyeight.io
www.fiftyeight.io

UK, EU and some sectors and key geographic locations within the USA. Drawing on your network and experience of engaging with the private & public sectors and civil society organisations, your focus will be on relationship building with Brands and Retailers, Sector-wide Initiatives and EU based Suppliers. You will focus on delivering the best solutions to meet the aims of eradicating exploitative labour in the workplace. An in-depth understanding of evolving EU legislation and sector specific requirements with regards to mandatory due diligence and its impact on industry behaviours will be a key component of your role, as well as understanding how compliance can be achieved and improved. Your personal alignment with FiftyEight's values and goals means that the way you interact with key stakeholders is as critical as achieving the mission.

Responsibilities

Strategic Market Growth

Utilising your existing networks, commercial experience and strategic skills to identify and cultivate partnerships with our target market of brands, retailers, and sector initiatives across the UK, EU, and USA - demonstrating how FiftyEight's expertise, tools and services can achieve value for them. You will lead growth initiatives with an ambitious approach; rapidly converting identified opportunities into effective, long-term partnerships that achieve both pre-agreed financial objectives and measurable missional impact.

Solution-Centric Approach

Leveraging your understanding of the primary challenges and stumbling blocks to achieving good work, alongside FiftyEight's key research findings, recommendations and technological solutions to effectively communicate the value of our approach to potential partners and industry leaders. Developing propositions in partnership with them, identifying how FiftyEight can help them overcome their specific challenges, with the end goal of enabling clients to achieve our shared aim of decent work for people everywhere.

Representing FiftyEight at Key Events & Forums

Acting as an ambassador for FiftyEight at industry forums and events, exhibiting our core values and championing our mission. Taking every opportunity to engage in one-to-one conversations with key stakeholders alongside panel opportunities and delivering presentations and case studies.

Your Personal Attributes

Engaging with People

Exceptional interpersonal skills when dealing with individuals across a broad spectrum of social spheres, seniority & cultural backgrounds. You work to build relationships marked by service, curiosity and care, striving to create healthy rhythms of work and rest that promote the physical, emotional, and spiritual well-being of your team and delivery partners.

High Integrity & Accountability

Honesty and transparency in all aspects of work, alongside discretion in handling sensitive data. Maintaining clear & consistent communication with clients and colleagues. Setting

ambitious goals for yourself and others whilst maintaining a pragmatic approach that does not put unnecessary strain on your team, resources and other key stakeholders.

Adaptability & Resilience

Ability to work effectively without supervision, thrive in a dynamic, remote environment and adapt to evolving business priorities and market conditions. Simultaneously, able to make critical decisions both within a team and independently, maintaining appropriate accountability at all times.

Driven to produce excellence, impact & sustainability

A personal commitment and dedication to help fulfil the impact mission of FiftyEight in addressing the challenges of worker exploitation and child labour alongside achieving programme objectives.

Working to ensure the impact we bring to communities and institutions is genuine, high value, robust, and enduring.

Relational Leadership & Service

A service-oriented mindset. Approaching every task through the lens of how to best serve and work effectively with others striving for the same goals. A commitment to equity of opportunity, ensuring all individuals have access to the same resources and are valued for what they bring to the work community.

Skills & Experience

Essential

- Demonstrable success in leading every stage of a sales pipeline, from opening conversations to developing proposals and closing deals
- EU based with a strong history of professional and industry experience within the region and an established network of industry connections
- Significant experience of working within, or in close partnership with both public and private sector organisations
- A track record of selling emerging developing products and/ or services
- Strong professional proficiency in both written and spoken English
- Experienced in utilising CRM systems for operations and analysis

Preferable

- Currently based in Europe (preferably Germany or the Netherlands)
- Industry experience in developing and/or marketing software tools
- Knowledge of the dynamics and enabling factors that contribute to the risks and prevalence of worker exploitation and other human rights' abuses within supply chains

Desirable

- Proficient in German, French and/or other relevant European languages
- Confident and engaging in delivering presentations and/or participating in panel discussions

- Experience in assessing and actively mitigating or addressing the risks of worker exploitation and other human rights abuses within an organisation's supply chains

Additional Requirements

Legal Status

Eligibility to travel to key focus geographic regions for work and any other countries where the company operates.

If you wish to apply for this role please submit your CV and cover letter to hr@fiftyeight.io Reference Code: EUBDLSEP26 by 14 Sep 2026

