

Business Development and Sales Contractor

Location – UK/Europe

About Us

Fiberlean was established in 2016 and was acquired by our new owners UB FIGG in November 2025 with the key goal of establishing Fiberlean as the global supplier of production equipment into the paper and pulp industry for the manufacture of micro fibrillated cellulose. This new look company is an expert in its field but, but currently small in terms of the team, as such we are now a growing small business built on collaboration, inclusion, and mutual respect. Our team values diverse perspectives, open communication, and people who take initiative. We work closely together, support one another, and celebrate wins as a team.

The Role

Fiberlean Technologies Ltd is seeking an experienced and commercially driven Business Development & Sales Contractor to accelerate the sales of its industry-leading Microfibrillated Cellulose (MFC) production equipment solutions. The contractor will be responsible for identifying, developing, and converting sales opportunities within the global paper, pulp, packaging, and related industrial sectors.

The successful individual will possess a proven track record of selling capital equipment, process technology, engineering solutions, or industrial systems. More importantly, they must demonstrate an ability to access and influence senior decision-makers, build relationships at executive level, navigate complex buying processes, and ultimately secure signed commercial contracts.

This role is results-focused and requires a highly motivated individual who can independently generate opportunities, progress prospects through the sales cycle, and successfully close high-value equipment sales.

Job Scope

The contractor will be responsible for supporting Fiberlean Technologies' commercial growth objectives by:

- Identifying and developing new business opportunities globally.
- Building relationships with key stakeholders across the paper, pulp, packaging, tissue, speciality fibre, and sustainable materials sectors.
- Engaging directly with senior decision-makers responsible for capital investment decisions.
- Creating and managing a robust pipeline of qualified prospects.
- Leading sales discussions from initial contact through to contract signature.
- Representing Fiberlean Technologies professionally at customer sites, industry events, conferences, and exhibitions.

- Working closely with technical, engineering, and leadership teams to develop compelling commercial proposals.
- Providing market intelligence and competitor insights to support strategic growth.

Key Tasks & Responsibilities

Sales Development & Lead Generation

- Identify, qualify, and pursue new sales opportunities for Fiberlean's MFC equipment solutions.
- Develop a target list of prospective customers within paper, pulp, packaging, and adjacent industrial sectors.
- Generate and manage a pipeline of high-value opportunities.
- Conduct market research to identify organisations investing in sustainability, fibre-based solutions, process innovation, and manufacturing efficiency.

Executive Relationship Manager

- Gain access to key decision-makers including:
 - CEOs
 - Managing Directors
 - Plant Managers
 - Operations Directors
 - Technical Directors
 - Procurement Directors
 - Capital Projects Managers
 - Innovation Directors
- Establish credibility and trusted relationships with senior stakeholders.
- Understand customer needs, investment drivers, business challenges, and decision-making processes.

Sales Process Management

- Lead the full sales process from initial engagement to contract execution.
- Conduct discovery meetings, presentations, and commercial discussions.
- Coordinate customer visits, demonstrations, and technical workshops.
- Develop commercial proposals in collaboration with Fiberlean's technical team.
- Manage follow-up activities to ensure momentum towards purchasing decisions.
- Negotiate commercial terms where required.

Commercial Delivery

- Drive opportunities through the sales funnel to achieve agreed revenue and order intake targets.
- Maintain accurate opportunity reporting and sales forecasts.
- Provide regular updates on sales activities, pipeline development, and conversion progress.

Industry Representation

- Represent Fiberlean Technologies at trade shows, industry conferences, and customer events.
- Develop industry contacts and referral networks.
- Promote Fiberlean's reputation as the leading independent supplier of MFC production equipment.

Market Intelligence

- Monitor market trends, customer investment activity, and competitor developments.
- Provide feedback on emerging opportunities, threats, and market requirements.
- Support the development of sales strategies and go-to-market initiatives

What we offer

The Fiberlean offering is very competitive.

- Initially, this is a fixed term, full-time position for 1 year, with the possibility of permanent for the right applicant.
- A competitive salary dependent on experience.
- 25 days annual leave on top of UK bank holidays.
- Inclusion in the company growth participation plan (similar to an equity stake).
- 10% Employer pension contributions.
- 25% discretionary company bonus.
- Private medical and dental insurance.
- Death in service insurance.
- Income replacement insurance.

Essential Experience and Skills

- Proven track record of closing business-to-business sales opportunities.
- Demonstrable success selling capital equipment, industrial machinery, process technology, or engineered solutions.
- Ability to engage and influence senior decision-makers.



FiberLean Technologies Ltd
Drinnick House, St Georges Road
Nanpean, St Austell, Cornwall
PL26 7XR UK

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St Austell, Cornwall, PL26 7XR, United Kingdom

- Strong commercial negotiation and relationship-building skills.
- Experience managing complex and lengthy sales cycles.
- Self-motivated and able to work independently with minimal supervision.
- Excellent communication and presentation skills.
- Strong network development and prospecting capability.
- International business development experience.

Highly Desirable

- Existing network within the paper, pulp, packaging, tissue, fibre, or sustainable materials sectors.
- Experience selling into manufacturing environments.
- Knowledge of capital investment approval processes.
- Familiarity with cellulose, fibre processing, paper manufacturing, or related technologies.
- Experience selling equipment valued at six-figure or seven-figure levels.

Ideal Contractor Profile

The ideal contractor is a proven "door opener" and deal closer who thrives in industrial B2B sales environments. They have the confidence, credibility, and persistence to engage senior executives, uncover investment opportunities, and guide customers through complex purchasing decisions. They are comfortable operating internationally and have a strong track record of converting relationships into signed commercial contracts.

Above all, Fiberlean requires someone who can consistently reach the people who have the authority to approve capital expenditure and successfully convert those relationships into orders for Fiberlean's MFC equipment solutions.

If you are interested in this role, please forward you C.V. and covering letter to
Kate.clarke@fiberlean.com