

Senior Manager, Solutions & Partnerships

Digital Transformation Division

Ref: DTD192/21, 3324/HKCS/160721

Job Description

Who we are looking for:

- Creativity in new ideas and future focus vision.
- Collaboration with colleagues and the community at large.
- Work Smart, Play Smart!

What you'll do:

- Lead ecosystem partnership with technology sector to enable value-driven digital transformation for small and medium sized enterprises (SMEs) in Hong Kong
- Identify and prioritize potential partners among technology service providers, e.g. payment vendors, mobile operators, system integrators, equipment vendors, multi-laterals, etc to provide industry-specific digital EASY solutions for SMEs.
- Ideate, content curate, plan and manage high-quality and influential B2B & B2C events to foster the development of the I&T ecosystem and showcase technologies of partner companies
- Collaborate across functions both internally and externally to build relevant go-to-market plans for newly developed products and technology solutions to ensure effective communication on project progress
- Initiate, negotiate, and execute agreements with the full range of partners and continuously identify growth and new partnerships opportunities
- Develop performance metrics that enable internal and external teams to assess progress and support decision-making

You'll be a good fit if you have/are:

- Degree in Business Administration, Computer Science, Marketing or related discipline
- At least 5 years of relevant experience in business development or strategy consulting roles
- Experience in project management and stakeholder management, including senior, internal, and external stakeholders
- Domain knowledge in digital technologies for service industries in HK
- Experience in partner-facing roles in a multicultural environment. Ability to represent HKPC independently in agreement discussions
- Demonstrated business judgment and technical acumen, with excellent communication skills; ability to build strategy documents and present them
- Good command of English, Cantonese and Putonghua

Note:

Applicant may be considered for other positions if not matching the requirements of the subject position.

What we offer and What you'll like here:

- Innovative and energetic culture with smart outfits and sport shoes
- Professional lab and latest technology to actualize your creative ideas
- 5-day work week
- Prime location with good public transport network
- MPF Top-up and dental benefit
- Medical benefits from Day-1 with extended coverage to dependent(s)
- Professional training and career advancement opportunities

Apply now if you're ready to take the challenge! Do not miss this opportunity to join us to Create Value and "MAKE SMART SMARTER"!

HKPC will take into consideration both the quantitative and qualitative requirements of the position when selecting the suitable candidates. A competitive salary package commensurate with academic qualifications and experience will be offered.

Applicants are welcome to submit application at the HKPC e-Recruitment System (careers.hkpc.org) in 1 week from the posting date. Recruitment will continue until the position is filled.

Personal data collected will be used for recruitment purpose only. Candidates not invited for interviews within 6 weeks may consider their applications unsuccessful and the applications will be disposed by HKPC within 12 months.