



DO it: Head of Strategic Partnership Development, China

Help create meaningful partnerships that result in innovation, purpose and impact

Start date: July/August

Location: The main location for this position is Mainland China. As DO School programs are delivered around the world you will have the opportunity to travel as part of this role.

Position type: full-time team member

Let's DO it together.

Join the DO School in our mission to make Good Business a reality.

The world today confronts us with many challenges. But when great ideas are brought to life through entrepreneurial spirit, innovation, and implementation skills, we can make a real difference. In the world of business—and in the world at large.

Following many successful ventures in Europe and in USA, the DO School ventured out into China in 2015. The reason being that it is crucial to empower talented Chinese and work with leading organisations to create the innovation that is needed to tackle the challenges that the Chinese society and business environment are facing. We believe the DO School has a unique role to play to bring about these leaders and make good business and innovation a reality.

So far, we have been working with selected partners from mainland China and Hong Kong on developing local innovation capability and empowering individuals and leading organisations to turn their ideas into action through DO School experiential learning and innovation programs.

We believe that 2017 will be an important year for the DO School's development as the potential and need in China is clear. We now have to build the capabilities to be able to impact the change we want to see.

What you would DO:

You are excited by new opportunities and to impact the DO School's work in China by creating new partnerships, explore new topics to innovate around and continue to build a global platform of changemakers.

You have a strong entrepreneurial spirit and problem-solving skills. You are well organised, ambitious and enjoy meeting new people and exploring ways to create new impactful collaborations across industries, sectors and cultures. You are ambitious and enjoy working in a multicultural team that sets ambitious goals and works towards achieving them together.

You have the ability to define, develop and lead projects in a fast-paced, rapidly changing environment and work closely with the Head of DO School Asia and the Head of Program Delivery China to form and grow DO School China.



Your profile:

- Bachelor or Masters degree
- 10+ relevant experience in sales, sales marketing, partnerships or strategic communication
- International exposure and leadership experience as well as strong local business network
- Experience in relationship building through B2B businesses, politics, culture, international organizations or think tanks.
- Willing to travel globally as well as within China
- Strong organizational/ sales process management skills - Experience in CRM-systems (Salesforce) is an asset
- A strong entrepreneurial spirit and problem-solving skills
- Fluency in Mandarin and English ideally Cantonese as well

You need to have the right to work in China.

That's in it for you:

This is your opportunity to join our vibrant international team of DOers with flat hierarchies and an international network of institutions and renowned experts. You will also be able to participate the DO School development in China from Day 1 and shape the DO School @China with the management team together. You will be rewarded with a competitive salary package.

Last but not least, you will have the opportunity to travel globally as part of this role!

Application:

We look forward to your application to become part of our DO School team! Our application process is always online, so please submit your application through our application portal

<https://thedoschool.jobbase.io/>

If you have any question about the application process or the job description, please send an email to: career@thedoschool.org

Equal opportunity employer:

The DO School provides equal employment opportunities to all people, without discrimination based on race, color, religion, gender, creed, national origin, marital status, disability or sexual orientation.