

Recruitment

Manager/ Director of Business Partnership and Alliance Management



About TAKE2 HEALTH LTD.

Take2 Health Limited (“Take2”) is a healthcare start-up which explores, invents, and builds empowering platforms to harness the power of biomedical sciences and informatics to deliver better healthcare solutions to individuals and communities with actionable information and results. Headquartered in Hong Kong, China, Take2 aims to be a key driver that makes the most disruptive healthcare inventions widely accessible to the public in China and Asia. (<https://www.take2.health>)

About the position

Take2 is seeking a talented individual to join the company who will work with scientists, doctors and engineers in the fight against cancers for the benefits of mankind. It is an exciting position in an early-stage start-up which requires enormous energy, vision, aspiration and innovation. This position reports to the CEO of Take2, and focuses on driving the strategic expansion of innovation businesses in a dynamic and fast-changing new economy environment in China and Asia.

Job descriptions

- Analyze strategic opportunities and develop business plans for partnership and alliance management
- Define, identify, source, and cultivate prospective strategic alliance partners to achieve engaged, broader and deeper penetration of markets
- Actively explore, build and maintain positive working relationships with alliance partners who can drive growth, with a strong focus on cultivating relationships with partner organizations’ key decision-makers and influencers
- Develop and execute detailed joint business plans with strategic alliance partners, including revenue and customer adoption targets, solutions packaging, go-to-market plans, etc. These activities must drive both inorganic and organic business expansion.
- Collaborate with internal teams (such as sales, marketing, digital technology, customer services, etc.) to uncover opportunities for alignment with alliance partners that can help differentiate, enhance or improve the Company’s market position
- Manage complex contract negotiations and work with legal counsel as required
- Create policies, processes and standards to support partner management

Requirements

- Very outgoing personality, can-do attitude, and willingness to take on new challenges; able to do hands-on work independently while also able to coach and lead others
- Proven ability to develop and secure close relationships at senior levels within partner organizations
- Exceptional skills in strategic analysis and strong business acumen
- Breadth and depth of knowledge of multiple industry segments (e.g. insurance, tourism, e-commerce, healthcare, etc.)
- Ability to envision the interfaces, interdependencies, and activities between multiple functions and business lines in a company
- Bachelor/ Master degree; MBA is an advantage
- 4+ years of relevant experience (for Manager); 8+ years of relevant experience (for Director)

- Strong verbal and writing skills in both English and Chinese (Mandarin is a must; Cantonese is not required)
- Project management skills; Good at handling time-sensitive projects and deadlines
- Healthcare industry experience is not mandatory, while willingness to learn is a must
- This position is based in Hong Kong. Frequent travels to Mainland China are required. International travels are occasionally required
- The company will assist in the application for working visa for non-local employees

Please email your application titled "*Application for Manager/ Director of Business Partnership and Alliance Management*" to career@take2.health