



Carbon Wallet – Associate Manager – Partnership and Community Development (6-month contract)



About Carbon Wallet

Serving as a Hong Kong One-stop Reward App to Go Green, Carbon Wallet is an MTR-backed social innovation venture aspiring to encourage and incentivize public to adopt a low-carbon lifestyle and act on climate change.



Through the App, Carbon Wallet empowers the public to record their green actions, track their carbon emissions saved and reward their low-carbon lifestyle. Users can also find recycling points, vegetarian restaurants and water filling stations in Hong Kong at their fingertips.

Carbon Wallet is committed to co-creating a green ecosystem in Hong Kong in collaboration with green groups, social enterprises and sustainable businesses.

Every little step counts!

Position:

Associate Manager – Partnership and Community Development (6-month contract)

Key Responsibilities:

1. Evaluate and prioritise strategic partnership opportunities across NGOs, social enterprises and sustainable businesses
2. Building partnership pipeline to identify specific prospects/partners to approach and effectively communicate the specific value proposition for the partner's business and use case
3. Own the entire commercial engagement from proposal development, negotiation to closing with partner acquisition targets
4. Prepare fit-for-purpose, mutually beneficial business agreements to define scope of partnership and detail requirements and execution details to drive partnership success
5. Align partnerships with business strategy and define key KPIs

6. Manage key accounts, support account onboarding, execution and maintain good working rapport with partners

Preferred Qualifications:

1. **Passion in sustainability:** building a leading green lifestyle platform in Hong Kong
2. **Aspiring change agent:** passion in driving behavioural changes and empowering public to act on climate change
3. **Proactive, result-oriented and self-driven fast learner with entrepreneurial spirit**
4. Excellent team player with **empathy, humility and attention to details**
5. > 1 year of business development / community engagement / partnership building and related experience in O2O / B2B / B2C field is preferable
6. Proven successful track record in sales pitches or closing business / partnership deals is preferable
7. Excellent command of spoken Chinese and English to be able to pitch and sell the product to prospective partner / client

What you will get:

- An awesome team of young, fun, passionate and versatile colleagues who value excellence, empathy, proactiveness and humility
- (A lot of) Ownership of your work and making impact in Hong Kong
- An opportunity to build a green ecosystem in Hong Kong, connecting sustainable businesses with consumers
- A company vision which takes sustainability seriously and craves for creating social values and driving changes
- Good remuneration package and negotiable benefits with flexible work arrangements

If you are interested in this position, please email your CV and expected monthly salary to enquiry@carbonwallet.com.hk. Feel free to reach out to us if you have any questions!