## Position Title: Strategic Partnerships Director
## Reporting To: CEO
## Date of Posting: October 2026
## Location: Hong Kong

**Organization Information**: Children's Medical Foundation (CMF) is a Hong Kong registered nonprofit that funds sustainable programs in child healthcare. With an extensive neonatal national network of 116 hospital partners across China, Indonesia and Hong Kong treating 1 baby every 6 minutes, CMF expands lifesaving healthcare initiatives for newborns, improving health equity and access.

**Our Vision**: High-quality healthcare for children in Asia, regardless of where they live.

**Our Mission**: Children's Medical Foundation develops and implements sustainable healthcare solutions for children in Asia with a focus on helping underprivileged children.

**Job Description: Strategic Partnerships Director**
As the Strategic Partnership Director of the organization, you will work closely with the CEO with the aim to run a highly efficient team to continue driving the growth and development of the organisation across Asia.

- To set develop and lead the initiatives with directions from the Foundation and translate them into executable annual business and budget plans for the Board's approval.
- To cultivate strategic long-term relationships with partners and external stakeholders to run and establish sustainable programs across Hong Kong, China and Asia.
- To demonstrate high work ethics and integrity and cultivate high team collaboration and employee engagement.
- To convincingly deliver the presentations to funders and connect with potential investors in sourcing funding for sustainable operations.
- To oversee the accountability and compliance of the Foundation laws of Hong Kong and the principles, standards and policies that the Foundation has adopted.
- To support the Board of Directors in areas of governance and strategic planning and monitoring.

**Requirements**

- Degree holder; MBA will be an added advantage.
- At least 5 years of work experience in a senior management or leadership role in social enterprises, NGO, and/or business.
- Extensive network in Hong Kong and China with linkage in the commercial, government and NGO sectors, with strategic vision, tactical thinking, political savvy, strong business acumen and the ability for business alignment.
- High in work ethics and integrity with a passion in healthcare systems in developing countries would be a plus.
- Excellent communication and interpersonal skills; excellent command of spoken and written English and Mandarin.

Candidates should submit a cover letter, resume and last compensation, and send the application to hr@cmf.org.hk with subject heading of "Your Name, Strategic Partnerships Director". We are an equal opportunity employer though cannot personally respond to each application. Applications will be reviewed on a rolling basis until the position is filled.