

Dialogue In The Dark (HK) Foundation Limited 黑暗中對話(香港)基金會

Dialogue In The Dark (HK) Foundation Limited (DIDF) has been dedicating its effort to sensitize empathy and overcome prejudice by empowering a pool of People of Differences* (PoDs) to deliver a series of inspiring experiential learning programs covering over 700,000 participants from corporate, education and public segments since 2010. We commit also to nurture inclusive workplace and gain paradigm shift among employers to provide more employment opportunities for talented PoDs. We are proud of seeing a significant increase in job opportunities for PoDs and enhanced acceptance and recognition of their capabilities and contributions to society. The Foundation keeps evolving and diversifying its business to drive sustainable business and social impact for inclusive workplace and inclusive society.

**'People of Differences' means People with disabilities such as the blind, the deaf etc. All of them have different abilities or talent, we build a platform for them to showcase their abilities or talent.*

More details: <http://www.dialogue-experience.hk/>

Corporate Business Development Executive / Senior Corporate Business Development Executive

Join us at Dialogue In The Dark (HK) Foundation Limited (DIDF) and be part of our mission to create an inclusive society! We are looking for a passionate and results-oriented corporate business development representative to expand and strengthen our corporate engagement, cultivate strategic partnerships, and promote our experiential programs. This role is ideal for someone who thrives in a purpose-driven environment and is motivated to create social impact through innovative business solutions.

Responsibilities

- Identify and develop new corporate business and partnerships opportunities
- Drive business revenue and contribute to sustainable growth
- Promote Dialogue in the Dark's programs to corporate clients, including training workshops, team-building experiences, and other ESG and CSR initiatives
- Effectively pitch and present our solutions, prepare proposals, presentations, and pitches tailored to clients' needs
- Manage client relationships and ensure high levels of satisfaction and engagement, ensuring seamless delivery of program with passion to maintain high quality client servicing
- Collaborate with marketing and program teams to align business development strategies
- Track performance metrics and prepare regular reports for management
- Provide support for organization-wide events and initiatives as needed
- Candidates with extensive relevant experience will be considered for the Senior Corporate Business Development Executive role

Requirements

- ✓ Bachelor's degree in Business, Marketing, Communications or a related field
- ✓ 1–5 years of experience in business development, sales, or partnership management
- ✓ Excellent communication and presentation skills in English and Cantonese; Mandarin may occasionally be required

- ✓ A genuine passion for social innovation, diversity, and inclusion
- ✓ Self-motivated, proactive, and capable of working independently
- ✓ A positive mindset with a strong can-do attitude
- ✓ Prior experience in a business environment; familiarity with or interest in NGOs and social enterprises is preferred

What We Offer

- ✧ A meaningful role in a mission-driven organization
- ✧ Opportunities to innovate and lead impactful projects
- ✧ A collaborative and inclusive work culture
- ✧ Exposure to a wide range of business segments
- ✧ Competitive medical coverage
- ✧ 5-day work week
- ✧ Training and career development opportunities

To apply for this opportunity, please send your resume and a cover letter and salary expectations to recruit@dialogue-experience.org.hk.

* APPLY NOW *