

Company Name: NEAR Brain HK Limited

Company Website: <https://www.nearbrain.com/>

Position: Business Development

Posting Date: 5 Aug 2026

Job Description:

Position Overview

Following our selection for the HSITP program, we are seeking a Business Development (BD) Manager to support the company's business expansion and partnership development activities based at the HSITP office in Hong Kong.

This role will actively engage in local business development, networking, partner management, and ecosystem collaboration within Hong Kong's healthcare and innovation landscape. The ideal candidate is proactive, globally minded, and capable of driving new business opportunities into execution within the Hong Kong market.

Key Responsibilities

- Develop and execute local business development strategies based on participation in Hong Kong programs
- Identify and build relationships with potential partners, including hospitals, healthcare institutions, corporations, and organizations in Hong Kong
- Generate business opportunities through programs, networking events, meetings, and conferences, and connect them to follow-up collaborations
- Plan, coordinate, participate in, and summarize local meetings in Hong Kong
- Coordinate internally and derive actionable tasks based on partner discussions
- Prepare business proposals, company introductions, and meeting materials tailored to the Hong Kong market and partner characteristics
- Support local partner communication, schedule management, and business discussions during Hong Kong business trips
- Review post-program commercialization opportunities and design mid- to long-term collaboration structures

Requirements:**Qualifications**

- Bachelor's degree or higher
- Strong English business communication skills (Able to handle emails, meetings, and conference calls)
- Excellent stakeholder management and external communication skills
- No restrictions on overseas travel or on-site international business activities

Preferred Qualifications

- Experience living, studying, participating in exchange programs, internships, or working in Hong Kong
- Cantonese or Chinese communication skills
- Understanding of Hong Kong business culture and local working environments
- Experience in overseas partner sourcing, collaboration proposals, and follow-up business development
- Understanding of the medical device, digital healthcare, or medical AI industries
- Experience related to external business initiatives such as programs, conferences, accelerators, or PoC projects

Application method:

Please send your resume to: ymqymq411@nearbrain.com