

# Membership Development Lead

[Apply now](#)

## About CIBSE

CIBSE is the leading authority on building services engineering and a pioneer in responding to the threat of climate change, CIBSE exists to advance global best practice in the profession.

Through harnessing the expertise of our members, CIBSE represents the profession as a trusted voice to provide advice and guidance to Government on matters relating to construction, engineering and sustainability.

For over 127 years, CIBSE has supported a community of over 22,000 professionals worldwide in their pursuit of excellence in building performance, sustainability and safety to influence the well-being of individuals and communities of today and of future generations. CIBSE members continue to create the most environmentally friendly systems in major projects across the globe. This is an exciting time to join CIBSE, a charitable organisation, which plays a critical role in a growing and changing sector.

## About the role

The Membership Development Lead is a new role within CIBSE and will be instrumental in driving the key strategic objective of growing CIBSEs presence across Hong Kong and China. The role will be at the very forefront of building on the outstanding work of the Hong Kong Regional Committee to build relationships, grow membership and build organisational relationships for CIBSE across the region.

## What you will do

The **Membership Development Lead** will focus on expanding CIBSE's membership and promote our various membership products in the Hong Kong and China/Greater Bay Area. This position will be based in Hong Kong, working closely with the **CIBSE Hong Kong Region Committee**, while reporting directly to **CIBSE in the United Kingdom**. The successful candidate will drive business development, cultivate deep business-to-business relationships, and achieve revenue growth across various membership products.

The successful candidate will be a highly motivated self starter with a commercial mindset and a passion for delivering against growth targets. This role will be crucial in supporting CIBSEs continued growth in the Hong Kong and Asia region and will be at the heart of developing long term relationships with members, organisations and volunteers in the region.

## Key Responsibilities

- Lead all business development efforts in the Hong Kong and China/Greater Bay Area, ensuring growth in membership-related products, including:
  - o Individual Membership
  - o Group Membership
  - o Endorsed Organisations
  - o CPD Directory
  - o Accreditations
  - o Training and Development Schemes
- Develop and implement strategic growth plans for CIBSE membership and related membership products in the Hong Kong and China/Greater Bay Area
- Collaborate with the CIBSE Hong Kong Region Committee, stakeholders across government, universities, and other relevant volunteers and bodies to support membership in the region and identify key strategic growth areas for CIBSE in the region

**The above is not an exhaustive list of duties and you will be expected to perform other related tasks to meet the overall business objectives of the Institution.**

## Application Process

To apply for this role, please include your CV along with your expected and current salary.

*The Institution is an equal opportunities employer. The post-holder will be expected to adhere to and support the Institution's commitment to diversity, equality and inclusion.*

[Apply now](#)