

Vacancy

CLPeS Solutions Limited
Energy Management Department
Sales & Marketing Branch
HVAC Engineering Section
Sales Manager
[Ref. CLPeS-EM-S&M-HVACE-SM]

CLP was founded in Hong Kong in 1901, at a time when electricity was still a novelty worldwide. Today we power millions of homes and businesses across the Asia Pacific regions. In Hong Kong, we operate a vertically integrated electricity supply business providing a highly-reliable supply of electricity to 80% of the city's population. Outside Hong Kong, we invest in the energy sector in Mainland China, India, Southeast Asia, Taiwan and Australia. Our business includes power generation, transmission and distribution, and electricity and gas retail activities. Our goal is to meet Asia-Pacific's energy challenge in a sustainable manner from one generation to the next.

CLP is an Equal Opportunity Employer and is committed to providing a working environment free from discrimination or harassment. All applicants will be considered for employment on an equal basis regardless of gender, physical or mental state, race, nationality, religion, age, family status or sexual orientation.

CLP is also a certified Fair Wage Employer in recognition of the Company's exemplary wage policies and practices.

CLPe Solutions Limited (formerly CLP Engineering Limited), incorporated in Hong Kong in 1985, is a wholly-owned subsidiary of CLP Holdings Limited with extensive experience in providing total energy solution. The company undertakes a variety of services including energy management solutions, distributed energy as well as power engineering, infrastructure, and facilities management.

We are looking for a high caliber professional to join our Energy Management Department as a Sales Manager. Key responsibilities include:

- Achieve target sales and increase market share, formulate sales plan for new and existing services / products in particular for different Chiller types, Fan Coil Unit, Variable Air Volume System, Energy Recovery Ventilator, Building Management System (BMS) as well as other new Smart HVAC Technologies
- Evaluate and prepare energy saving proposals with ROI analysis
- Review commercial proposal and report sales performance on a timely and accurate manner for management and financial reporting purposes, including appropriate analysis on sales performance, competitive situation, and customer preference to evaluate cost effectiveness and identify areas for improvement
- Attend, provide support, and assist to promote in different sales events
- Ensure order fulfilment and post sales services are performed timely and be completed in a professional manner. Provide prompt feedback to project teams and other relevant departments for improvement, if any
- Maintain and upkeep the standards of operational processes and procedures for sales and promotion activities. Ensure they are duly followed and met, with internal control and measurements in place
- Coordinate and participate in exhibitions and roadshows to promote product sales, concept and enhance the company image
- Monitor the market development, customer preferences and competitors' activities. Upkeep sales and promotion plans in response to the changes in market environment and provide timely feedback and

intelligence to relevant teams for actions

- Handle general sales and product related enquires from customers. Conduct regular review for project proposals and performance for continuous improvement

Requirements:

- A recognized university degree in Engineering or relevant disciplines. Recognized university master's degree is preferred
- A minimum of 6 years' relevant working experience
- Sound knowledge in different types of Chiller, Air Handling Unit, Fan Coil Unit, Variable Air Volume System, Energy Recovery ventilator, Building Management System (BMS), energy management practices and concepts
- Solid experience in HVAC maintenance and chiller replacement tender estimation
- Experience in field project management is an advantage
- Strong network and connections with property management companies, consultants, and public sector
- Familiar with new Smart HVAC Energy Saving Technologies, and CRM platform like ZOHO or SFDC
- Excellent negotiation and influencing skills and experiences in effective sales contract deals closing
- Proven sales record and development of new healthy sales pipelines to meet targeted business targets
- Good customer handling and networking skills with experiences to develop customer relationship up to senior management level
- Excellent communications and presentation skills and experiences to deliver convincing presentation and communicate with clients through different channels in both verbal and written format
- Good analytics skills and experiences to conduct analysis on ROI for new products and solutions
- Professional Corporate membership in Business or Engineering institutions would be an added advantage
- Candidates with less experience will be considered for lower position

Please apply by sending email to clpehr@clp.com.hk giving a detailed C.V., including academic qualification, career history, current and expected salary, major achievements, and personal attributes on or before **20 October 2021**.

Applicants not invited for interview within 6 weeks from the closing date may assume their applications unsuccessful.

Information provided will be for recruitment purpose within the CLP Group and only short-listed candidates will be contacted. We comply with all applicable laws and regulations of HKSAR in handling applications. For details of the Personal Information Collection Statement, please visit our website: <https://clp.to/engPICS>

For further information on our company, please visit our website: <https://www.clpgroup.com/>



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Energy for Brighter Tomorrows