

Vacancy

CLPe Solutions Limited
Energy Management Department
Sales Manager (Smart Solutions)
[Ref. CLPeS-EM-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 Sales Manager. Key responsibilities include:

- Achieve target sales and increase market share, formulate sales plan for new and existing services / products in particular Room Level Sensing and Automation, Lighting Control, HVAC Control, User Software and Mobile APP to achieve targeted sales and increase market shares
- Attend the promotion, provide support and motivate different teams in sales events
- Review commercial proposal and report sales performance on a timely and accurate manner for management and financial reporting purposes, included appropriate analysis on sales performance, competitive situation and customer preference to evaluate cost effectiveness and identify areas for improvement
- Ensure order fulfilment and post sales services are timely performed and competed in a professional manner. Provide timely feedback to project teams and other relevant departments for improvement, if any
- Maintain and upkeep the operational process, procedures and standards for sales and promotion activities. Ensure they are duly followed and met, with internal control and measurement in place
- Co-ordinate and participate in exhibition and roadshow to promote product sales, concept and enhance the company image
- Monitor the market development, customer preferences and competitors' activities. Upkeep the sales and promotion plan in response to the changes in market condition 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 proposal and performance in order to have continuous improvement

Requirements:

- A recognized university degree in Business Administration, Marketing, Engineering or relevant disciplines. Recognized university master's degree is preferred
- A minimum of 6 years' relevant working experience
- Good knowledge in Room Level Sensing and Automation, Lighting Control, HVAC Control, User Software and Mobile APP, energy management practices and concepts
- Excellent negotiation / 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 / networking skills and 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 communication channels in both verbal and written format
- Good analytics skills and experiences to conduct analysis on return-on-investment for new products / solutions
- Good experience in formulating marketing strategy and organizing sizable marketing events
- Professional Corporate membership in business / marketing / engineering institution would be 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 **26 November 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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