

Vacancy

CLPe Solutions Limited
Contracting Business Department
Smart Roadside Branch
Senior Manager – Smart Roadside
[Ref. CLPeS-CB-SR-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 Contracting Business Department as a Senior Manager – Smart Roadside. Key responsibilities include:

- Develop and formulate the business, marketing and development plans for lighting and traffic control system projects business
- Leverage on resources inside and outside the Company to secure new contracts
- Prepare risk assessment on technical, financial and political perspectives to meet sales, profit and growth objectives for the branch
- Plan, organize and coordinate preparation of competitive tenders and agreements under Company management framework and subsequent project executive and management
- Source and form strategic alliances with external business partners in electrical and mechanical engineering consultancy, contracting services and supply of materials
- Coordinate and manage alliance agreements for mutual benefits and business exploration and diversification
- Lead, direct and motivate team members to enhance overall productivity of projects to match with the rapid change in the market and the needs of clients
- Enhance procedures, practices and management systems to achieve continuous improvement in cost management, managerial effectiveness, safety, health, environmental and quality and values of contract services and consultancy

Requirements:

- A recognized university degree in Engineering or related disciplines
- Minimum 10 years' relevant working experience
- Good track records in lighting or traffic control signaling projects and project management experience in HK is preferred
- Extensive managerial experience in leading teams to implement various projects
- Ability to understand market, customers, and competitors to formulate strategies to sustain business growth, minimize commercial risks and develop complementary business opportunities
- Strong business acumen, with excellent negotiation and influencing skills and experiences in effective sales contract deals closing
- Possession of strong technical expertise in lighting and traffic control systems, and solid Business development experience in forming suppliers, contactors or customer partnership
- Excellent communications and presentation skills and experiences to deliver convincing presentation and communicate with clients
- Excellent customer network and market reputation, with customer handling or networking skills and experiences to develop customer relationship up to senior management level
- Customer-oriented, strong HSSE mindset, performance driven
- Good command in written and spoken English, Cantonese
- 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 **16 August 2022**.

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