

Vacancy

CLPe Solutions Limited

eMobility

Manager – eMobility Business Development

[Ref. CLPeS-eMobility-M-eBD]

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 eMobility Department as Manager – eMobility Business Development. Key responsibilities include:

- Manage client engagement, needs and respond to stakeholders in a timely and comprehensive manner
- Take ownership of specific business KPI's to support the business plan execution
- Work closely with the technical & operational teams to deliver customer outcomes
- Manage client needs, project planning & implementation, day-to-day operational matters and any ad-hoc requests
- Develop propositions for customers most likely in a consultative sales process
- Analyze and remain informed of customer needs, market trends and relevant policy
- Explore and expand business opportunities with existing or potential clients

Requirements:

- A recognized university degree in Business Administration or relevant discipline
- Minimum 7 years' experience in sales, marketing or business development roles
- Demonstrable experience of developing customer propositions
- Understanding of the prevailing EV market in Hong Kong is an added advantage
- Track record of client engagement and management in a new business or product setting

- Strong interpersonal communication and influencing skills to develop relationships with key external stakeholders
- Effective communicator, high self-awareness and emotional intelligence
- Demonstrate commercial acumen, sales aptitude and sales planning skills
- Collaboration across functions, internal stakeholders, departments and the organization
- Excellent skills on MS systems including Word, Excel and Powerpoint required
- Ability to work under pressure and manage deadlines
- 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