

# Vacancy

**CLPe Solutions Limited**

**Building Energy Management Department**

**Assistant Manager – Business Development (SaaS)**

**[Ref. CLPeS-BEM-AM-BD]**

*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 an energetic, innovative and highly motivated professional to join our Building Energy Management Department. Key responsibilities include:

- Undertake business development tasks according to Go-To-Market and supplier sourcing plan to achieve the established goals by understanding company's business strategy
- Carry out business development activities with limited supervision such as engaging target customer groups, strategic partners/suppliers, and channel partners to identify potential opportunities, follow up on multiple business leads, and convert the opportunity into a transaction
- Lead sales and marketing for a portfolio of our energy as a service offerings in building energy management including battery energy storage system, distributed solar etc.
- Formulate sales forecast and marketing plan, and deliver the building energy management sales targets
- Prepare business proposal, quotations, and deal with business enquiry
- Explore the supply market, expand the supplier base and manage the relationship with key suppliers from 1st time engagement to contract negotiation in order to enhance competitiveness of sales
- Exploring business opportunities by conducting activities from supplier sourcing, sales and marketing, business promotion to managing the tender proposals, design submissions, promotion plans, pricing strategy, cost proposal and financial analysis, contract negotiation etc.
- Liaise with clients / suppliers / contractors on the tendering, contracts management, administration, variations vetting and payments
- Making regular report on business progress to the management

- Support other Business Lines to carry out BEM related sales activities as required
- Maintaining the network of clients & partners, and gaining insight of their business needs, market trends and support the necessary marketing activities
- May required to work in HK and other GBA cities outside normal working hours to handle site issues or perform site inspection when necessary

#### Requirements:

- A recognized University degree in Engineering, Business, Finance, Sales and Marketing, IT or other relevant disciplines
- Minimum 5 years' relevant experience. Experience in sales and marketing would be an advantage, particularly in battery energy storage, distributed energy and building energy management
- Sound knowledge in the disciplines of supplier sourcing, product integration, sales and marketing, pricing strategy, promotion tactics, and understanding of engineering and design concept
- Solid experience in market analysis
- Ability to understand market, customers, suppliers and competitors to execute Go-To-Market and supplier sourcing plan to identify critical project, customer, supplier and lead then into, a transaction opportunity
- Proven track record in conduct supplier sourcing, development, integration, along with sales and marketing in meeting the business targets, experience in selling equipment in the construction industry would be an advantage
- Good customer handling and networking skills with experiences to develop customer relationship from scratch up to mid or senior management level
- Good command of spoken and written English and Chinese, including Mandarin
- Excellent communications and presentation skills and experiences to deliver presentation and communicate with clients through different communication channels in both verbal and written format
- Customer-oriented, self-motivated, a good team player, able to work independently and meet tight deadlines
- Candidates with less experience will be considered for lower position

Please apply by sending email to [clpehr@clp.com.hk](mailto: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 **31 May 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/>



**Date Exhibited: 20.05.2022**

**Date Withdrawn: 31.05.2022**

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