

Vacancy

CLPe Solutions Limited

CLPe Infrastructure

Business Development (Data Centre / District Cooling)

Senior Manager – Business Development (Stationed in Shenzhen / Hong Kong)

[Ref. CLPeI-BD-SM-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 high caliber professionals to join our CLPe Infrastructure Department as Senior Manager – Business Development for developing new and existing Data Centre or District Cooling System or large-scale Centralised Cooling projects in Greater Bay Area (GBA). We have openings for both work location either based in Shenzhen or in Hong Kong, the appointees will be responsible for the following duties:

- Undertake market and regulatory research and commercial analysis to support business development activities in GBA
- Assist the Business Development Director to form Business Development units on developing Data Centre or District Cooling System or large-scale Centralised Cooling System projects in the GBA with target investment portfolio
- Assist the frontline business development team lead to identify, secure and develop the projects and hand-over to implementation team after final project approval
- Develop a solid pipeline for the projects through greenfield development or Mergers & Acquisitions (M&A)
- Take lead and work in a cross-functional setting to carry out detailed due diligence of greenfield projects or M&A opportunities and represent company to negotiate and conclude transactions and finalize business cases for approval
- Support exploring and recommending new investment strategies as well as establish business models, ultimately formulate and implement development action plans under the strategies to develop

- projects pipeline
- Support establishing strong business network on facilitating the development of new projects and carry out stakeholder engagement with key government officials and authorities at state, provincial or local city levels and clients at international or local level
 - Support identifying, securing and managing new partnerships including upstream suppliers, equity or strategic partners, local government authorities, downstream contractors or consultants for developing new projects
 - Support exploring and assessing the latest market environment and regulatory regime
 - Support seeking approval of projects both internally & externally and ensure full compliance of all legal and regulatory requirements and CLP governance being implemented in projects delivery

Requirements:

- A recognized university degree in Business, Finance, Engineering, IT or other relevant disciplines
- Minimum 10 years' relevant working experiences in areas such as energy / infrastructure sector
- Proven track records in business development in GBA is an added advantage
- Sound knowledge in multi-discipline engineering projects, especially for relevant infrastructure projects
- Holder of key development position in relevant developers or owners or operators with strong business network of the industry is preferred
- Strong commercial and financial skills in managing projects
- Ability to properly assess complex technical, political and commercial risks for proposed projects with deep knowledge of regulatory regime and policies
- Ability to adopt flexible and creative approach to the market reality, able to successfully negotiate and close deals with customers and business partners
- Excellent communication skills including verbal and written Chinese (Putonghua and Cantonese) and English
- Strong business acumen, customer-oriented and performance driven; Excellent negotiation and influencing skills and experiences in effective sales contract deals closing
- Strong leadership skills, decision-making and management abilities
- 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 **4 June 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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