

# Vacancy

**CLP Power Hong Kong Limited**  
**Customer & Business Development**  
**Corporate Customer Experience**  
**Commercial Accounts**  
**Account Manager (2-Year Contract)**  
**[Ref.: CLPP\_CBD\_CCE\_CAAM]**

*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.*

To support the Company's business development activities, we are looking for a high caliber business development professional to join the Commercial Accounts team based in Hong Kong. The position would suit middle to senior level professionals who are currently engaged in business development and commercial & industrial customer engagement activities.

Reporting to the Corporate Customer Experience Manager – Commercial Accounts, the appointee will have the following key responsibilities:

## Major Duties:

- Generate targeted business outcomes including retaining existing electricity sales and generating additional sales through data centre projects, fuel switching projects and achieving energy reduction targets via sale of energy management products and services
- Seek to build relationships with potential customers outside the assigned portfolio and establish new business opportunities with new customers
- Analyze and evaluate customer energy consumption characteristics, develop innovative energy concepts & solutions and take appropriate actions to meet customer needs
- Communicate CLP's position on issues concerning the environment, tariff, community, etc. and seek customer endorsement of these activities
- Assist in organizing events, seminars and meetings for customers
- Coordinate with relevant internal stakeholders to provide timely technical consultancy and energy management advice to customers
- Develop a set of challenging targets and related strategy to achieve energy sustainability goals for management endorsement

## Requirements:

- A recognized university degree in Business Administration/ Engineering/ Environmental Management or related disciplines, with a minimum of 6 years' working experience
- Sound engineering background with hand-on experience in developing energy management solutions for corporate clients is a plus

- Experience in marketing, e-marketing, sales and account management in a fast-moving business environment
- Familiarity with power supply systems and demand side energy management practices
- Strong presentation and persuasive skills to establish sustainable business partnerships
- Well versed in project management and application of commercial tools for business and market analysis
- Previous experience in leading a team for innovation projects and digital transformation is highly desirable
- Good communication skills, including both spoken and written English and Chinese
- Candidates with less experience may be considered as Account Management Specialist

We look for professional and experienced candidate who will manage a portfolio of accounts, including aviation industries, data centres, facilities management companies, container terminals and large commercial companies. Competitive remuneration package will be offered to the right candidate.

Please apply by sending email to [hrcd@clp.com.hk](mailto:hrcd@clp.com.hk) giving a detailed C.V., including career history, major achievements and personal attributes on or before **2 March 2021**.

***Important: To facilitate our easy tracking please use a unique file name for all attachments and your email subject box in this format: CCE\_CAAM\_Last Name\_First Name\_Other Names (if applicable)***

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: 23.02.2021**

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*Energy for Brighter Tomorrows*