

Vacancy

CLP Power Hong Kong Limited
Customer & Business Development
Corporate Customer Experience
Business Development and Support
Account Manager (2-Year Contract)
[Ref.: CLPP_CBD_CCE_BDS_AM]

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.

Applications are invited for the above post in the Business Development and Support Branch of Corporate Customer Experience Department under Customer & Business Development Business Group. Reporting to the branch head, the appointee will be responsible for the following:

Major Duties:

- Establish and sustain relationships with key stakeholders in local Energy Efficiency and Conservation (EE&C) related industries, such as government bodies, EE&C organisations, product vendors, contractors, and customers, etc.
- Formulate strategies and initiatives, and introduce energy efficient technologies for promoting EE&C under the Scheme of Control Agreement with the Government
- Formulate promotion and implementation plan for the Company's EE&C programmes, funds, public education campaign, etc.
- Manage departmental budget planning, monitoring and reporting
- Act as a gatekeeper to coordinate colleagues within the department to ensure departmental programmes and sales operations comply with Company policies and practice, and identify and mitigate risk of any compliance issues where appropriate
- Support development and implementation of initiatives associated with Business Development for the Company
- Explore initiatives to streamline business process and operations
- Provide support to other branches in the department
- Assist in organising events, seminars and meetings for customers

Requirements:

- A recognised university degree in Business Administration/ Engineering/ Environmental Management / Financial Control or a related discipline, with a minimum 7 years' working experience
- Experience in marketing, e-marketing, sales and account management in a fast-moving business environment
- Familiarity with energy management practices such as demand side management, energy audit, and concepts such as smart grid technology

- Strong network with local building services and other energy retrofit market participants /Hands-on experience in internal control, financial budgeting, monitoring and reporting is a plus
- Strong presentation skills including ability to put together persuasive sales presentations and establish strong business partnerships
- Well versed in project management and application of commercial tools for business and market analysis
- Good communication skills, including both spoken and written English and Chinese
- Candidates with less experience will be considered as Account Management Specialist

Please apply by sending email to hrcd@clp.com.hk giving a detailed C.V., including career history, major achievements and personal attributes on or before **16 April 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_BDS_AM_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: 09.04.2021

Date Withdrawn: 16.04.2021

Information Classification: PROPRIETARY

(本項職位空缺只備英文版本)



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