

# Vacancy

**CLP Power Hong Kong Limited**

**Customer & Business Development**

**Business Strategy & Innovation**

**New Business & Innovation Strategy**

**Senior New Business & Innovation Strategy Manager (Permanent/2-Year Contract)**

**[Ref.: CLPP\_CBD\_BS&I\_NBIS\_SNBISM]**

*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.*

Applications are invited for the above post in New Business & Innovation Strategy Team of Business Strategy & Innovation (BS&I) Department. CLP is facing the growing opportunities as a result of evolution of disruptive technologies e.g. power storage, smart home system, etc. The New Business & Innovation Strategy Team plays a key role in market intelligence analysis and development of new products & services.

Reporting to the Department Head, the appointee will be responsible to lead the New Business & Innovation Team to:

## **Major Duties:**

- Collect and leverage market intelligence on digital and technology development and identify innovative initiatives / business opportunities
- Develop and implement new ideas and concepts through customer need analysis, product sourcing, technical feasibility assessment, proof of concept (POC) and experimentation with segment owners
- Formulate new business strategy and model with sound technical, analytical, financial, and commercial justifications
- Get management buy-in and lead implementation of the new business initiatives with the support from teams across the company and external parties to ensure timely launch of the new business initiatives
- Implement the operation of established new business initiatives at the initial stage, keep close track of the performance and make improvement, if any, to ensure they are running on track
- Collaborate with other stakeholders in CLP Group on the delivery of innovation and digital initiatives
- Closely monitor the emerging market needs and energy related technology development to facilitate timely development of new business initiatives

## Requirements:

- A recognized university degree and a minimum of 12 years working experience in commercial and business development with at least 5 years in leadership role
- Having a background in energy or technology industry experience is an advantage
- Strong communication, stakeholder management, analytical and strategic thinking skills
- Business development and implementation capability
- Excellent command in written and spoken English, Chinese and presentation skills

Please apply by sending email to [hrcd@clp.com.hk](mailto:hrcd@clp.com.hk) giving a detailed C.V., including academic qualifications, career history, major achievements and personal attributes on or before **22 October 2021**.

***Important: To facilitate our easy tracking please use a unique file name for all attachments and your email subject box in this format: BS&I\_SNBISM\_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: 15.10.2021**  
**Date Withdrawn: 22.10.2021**

Information Classification: PROPRIETARY

(本項職位空缺只備英文版本)



*Energy for Brighter Tomorrows*