

# Vacancy

**CLP Power Hong Kong Limited**  
**Customer Success & Experience Business Group**  
**Customer Success & Sales Department**  
**Business Sales Branch**  
**Corporate & Commercial Sales Section**  
**Assistant Manager - Corporate & Commercial Sales (2-Year Contract)**  
**[Ref.: CLPP\_CSE\_CSS\_BS\_AMCCS]**

*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.*

Reporting to the Principal Manager - Corporate & Commercial Sales, the appointee will have the following key responsibilities:

## **Major Duties:**

- Explore new business development opportunities and formulate corresponding sales activities to maximise profitability and achieve sales target
- Review and develop Electrification and EE&C programmes to meet customer needs and the Company's strategic plan
- Develop and introduce energy efficient technologies and applications to help customer save energy
- Act as a programme manager to manage and implement the company's EE&C programme and funds
- Communicate CLP's position on issues concerning the environment, tariff, community, etc. and seek customer endorsement of these activities
- Organizing events, seminars and meetings for customers
- Coordinate with relevant internal stakeholders to provide timely technical consultancy and energy management advice to customers

## **Requirements:**

- A recognized university degree in Engineering, Environmental Management, Business Administration or related disciplines, with a minimum of 5 years' working experience
- Experience in marketing, sales and account management in a fast-moving business environment. Hand-on experience in developing energy management solutions for customers is a plus
- Good analytical skills to analyse consumption characteristics of customers and identify the key drivers of sales or other business opportunities

- Strong presentation skills including ability to put together persuasive sales presentation
- Excellent selling and negotiation skills to promote sales and establish business relationship
- Good team player, with business acumen and critical thinking
- Strong project management and problem-solving skills
- Excellent command in written and spoken English and Chinese
- Candidates with less experience may be considered as Senior Account Management Specialist

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 **12 August 2022**.

***Important: To facilitate our easy tracking please use a unique file name for all attachments and your email subject box in this format: CSE\_CSS\_BS\_AMCCS\_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/>



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