

Vacancy

CLP Holdings Limited

Digital/ Digital Services

Senior Manager / Manager – Business Product Management

[Ref.: CLPH-D-DS-SM/M]

We are looking for a high caliber individual who is dynamic, analytical, and self-motivated to be a part of the Digital Services team responsible for product management and commercial opportunities in established focus areas to drive growth and enable our digital utility of the future vision.

The successful candidate will have a keen interest in emerging markets and companies, technology and engage in all aspects of product management life cycle. We are looking for someone who can multi-task and execute with minimal oversight and accuracy and can drive change.

The Position Profile:

- Drive development of own product categories within CLP which includes research, vision, build, launch and growth of given product and/or category with close collaboration with technical product management team. Focus on discovery of WHY and WHAT of products to be developed.
- Be the champion in your own digital product line and focus on validating and creating digital products that is human-centric and research market opportunities for external products which includes shifts in market dynamics, policies, tipping points which may drive market gaps.
- Working with sales teams/operation teams define product vision and agree on deployment and positioning of a given solution to meet propose value objectives
- Responsible for spearheading investigation and analyses on the new and existing product and their product market fit to monitor and manage the performance of the portfolio of products
- Be a hands-on individual contributor to come up with scopes of business requirements of different solutions and cooperate with delivery teams to build or source solutions, define pricing, and determine partnerships agreements
- Determine the go-to-market plan of solutions which includes working with marketing teams, aligning with broader program of work with CLP and collaborate with sales/operations team on how product will be deployed
- Support on the growth of a given product to manage roadmaps, engage customers for feedback, continuously develop and increase adoption and measure value delivery based on initial vision
- Responsible for data value realisation and create proposal of new products based on data insights

Requirements:

- University degree or equivalent qualification in product design, computer science, management information systems, engineering, business administration or related field

- Minimum 10 year's relevant working experience in consulting, PMO, product management, and/or business analysis.
- At least 5 years of work-experience in product management or equivalent
- Hands on experience working with delivery teams, marketing teams and sales teams to launch new solutions and technology team for product delivery
- Ideal candidate would have start-ups co-founding experience or new department/office building experience
- Business development skills a key advantage
- Strategic planning and thinking with the ability to design product portfolio strategies where there is uncertainty on market feedback, adoption and long-term value
- Decision making skills where there is limited information or uncertainties due to the inherent nature of Innovation
- Effective influencing skills to negotiate key partnerships internally within CLP and external with key customers, partners, and vendors
- Critical thinking, including go to market plans, sales plans
- Strong verbal and written communication skills in fluent/native English
- Self-motivated with ability to work independently to perform in a dynamic, multi-cultural, matrix organization and influence outcomes.
- Experience in management and launch of digital products for retail market, smart building and sustainability related software is a plus
- *Candidate with less experience will be considered as Manager*

Please apply by sending email to ghr@clp.com.hk giving a detailed C.V., including academic qualifications, career history, major achievements and personal attributes on or before **24 May 2022**.

Important: To facilitate our easy tracking please use a unique file name for all attachments and your email subject box in this format: Ref.: CLPH-D-DS-SM/M_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: <http://clp.to/engPICS>

For further information on our company, please visit our website: <https://www.clpgroup.com/>



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