

## **ACC Solar Hong Kong - Business Development Director**

### Intro

With the recent announcement of the Hong Kong government's commitment to decarbonize by 2050, the solar market in Hong Kong is poised for rapid expansion. Asia Clean Capital is China's leading rooftop solar developer for the high-end commercial market. Our clients include Nestle, Coca-Cola, Danone, Volkswagen, SKJ and Unilever among many others. We are currently seeking an energetic business development professional to lead our Hong Kong subsidiary, ACC Solar Hong Kong Limited.

### Job Description

The successful candidate will be responsible to

- Successfully develop and manage our rooftop solar portfolio in Hong Kong and Macau
- Pro-actively develop new client relationships and expand existing relationships
- Quickly build the brand and public image of ACC Solar Hong Kong
- Effectively liaise with Asia Clean Capital - China colleagues
- Consistently keep up-to-date with relevant industry and regulatory developments
- Regularly set and meet business financial targets, overall project budgets and schedule, and external contract requirements.

### Ideal Candidate Profile

- Degree in business, finance or engineering or related field
- 5 years' business experience with knowledge of business development and strong sales skills
- Entrepreneurial and enthusiastic about building a business
- Understanding of business risks and challenges and the ability to recognize and close on opportunities
- Experience in one of the following sectors will be advantageous: real estate, solar energy or finance
- Fluency in English and Cantonese, Mandarin an advantage.

### Compensation

- Competitive package offered including equity.

Please submit your resume and a brief cover letter [adixon@asiacleancapital.com](mailto:adixon@asiacleancapital.com).  
Thank you for your interest in ACC Solar Hong Kong.

