



Universal Peak Sdn Bhd (20080102914)



SALES LEAD (HEAD OF SALES)

INDUSTRY : POWER, UTILITIES & CLEAN ENERGY
EMPLOYMENT TYPE : CONTRACT / FULL TIME
REPORTING TO : CHIEF EXECUTIVE OFFICER / EXECUTIVE DIRECTOR

About the Role :

We are seeking a focused, driven, and dynamic **Sales Lead (Head of Sales)** to spearhead our commercial strategy in the **Power, Utilities, and Clean Energy** sector. This is a high-impact leadership role for a seasoned professional who thrives on building market presence, driving revenue growth, and shaping strategic sales initiatives that align with national energy goals.

The ideal candidate brings deep product and market expertise and will actively support sales team by providing technical and commercial guidance, building trusted relationships with key clients and stakeholders, relationships with key clients, and developing and executing strategic sales plans across power, utilities and energy-related products and services.

This is an excellent opportunity for professionals who are eager to take ownership of a sales portfolio with **attractive remuneration and performance-based commission**.

Responsibilities:

- ✓ Lead and execute the sales strategy across power, utilities, and clean energy verticals, ensuring alignment with business goals and regulatory frameworks.
- ✓ Drive revenue growth through strategic client acquisition, account expansion, and solution-based selling.
- ✓ Develop and mentor a high-performing sales team, fostering a culture of accountability, agility, and commercial excellence.
- ✓ Build and sustain strong relationships with key clients, consultants, and delivery partners to ensure long-term engagement and repeat business.
- ✓ Collaborate cross-functionally with technical, legal, and operations teams to ensure seamless delivery and client satisfaction.
- ✓ Monitor market trends, competitor activity, and policy shifts to proactively adjust sales strategies and capture emerging opportunities.
- ✓ Oversee bid submissions, pricing strategies, and contract negotiations with full compliance and risk awareness.
- ✓ Report on performance metrics, pipeline health, and strategic forecasts to executive leadership.



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Minimum Qualification:

1. Bachelor's degree in Engineering preferably : Electrical, Power Systems, Micro Electronics, Petroleum Engineering or a closely related discipline.
2. Degree in Electrical Technology for Sustainable and Renewable Energy Systems will also be highly considered.

Experience and Skill Requirements:

1. Minimum 5 years of proven sales experience, ideally within the energy, electrical, utilities, or related industrial sectors.
2. Proven track record in strategic client acquisition, revenue growth, and solution-based selling.
3. Demonstrated success in leading sales teams, managing key accounts, and navigating complex B2B sales cycles involving technical products or services
4. Strong understanding of power systems, renewable energy technologies, and utility-scale infrastructure, with the ability to translate technical offerings into commercial value
5. Proficient in CRM systems, sales pipeline management, and performance reporting
6. Excellent negotiation, presentation, and communication skills, with the ability to influence senior decision-makers and drive commercial outcomes.
7. Ability to develop and execute strategic sales plans, aligned with regulatory frameworks, market trends, and organizational goals.
8. High level of professionalism, accountability, and commercial acumen, with a results-oriented mindset and resilience under pressure.

Why Join Us?

- Step into a senior role with full ownership of a sales portfolio, leading a dynamic team and influencing cross-functional outcomes.
- Benefit from a competitive remuneration package, performance-based commission, and recognition for driving growth and client success.
- 5 day work week, Medical & Hospitalization Benefits, Learning & Growth Opportunities
- Be part of a forward-thinking organization that values agility, accountability, and continuous improvement, where your ideas and leadership make a real difference.
- Expand your career through exposure to complex projects, executive-level collaboration, and opportunities for regional or vertical advancement.

If you meet all the requirements outlined for this role, we encourage you to apply (Please note that only shortlisted candidates will be contacted)