

China Careers Seminar Programme

How to find a Job in China



Lizzie Darlington – LSE Careers


Over the next hour

- The realities of studying abroad
- What are Chinese employers looking for?
- Where to search for vacancies
- Vital networking whilst in UK
- Improve your commercial awareness in UK & China



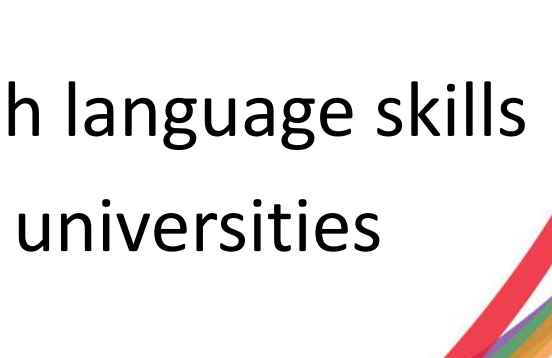
Employers perceptions

Graduates educated in UK market - positive

- Good English language skills
 - Gained international perspectives and cultural awareness – (understand diverse client base)
 - Are open minded, independent thinkers and work well in teams
 - Can deal with problems/setbacks (greater independence)
 - Motivated to learn
 - LSE prestigious institution!
 - Long term benefits to UK education
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Employers perceptions

Graduates educated in UK market - challenges

- Lack relevant experience and unclear career plans
(cannot spend final year working as an intern)
 - Returning grads might not understand the workplace in China
 - Can appear arrogant and unrealistic about salary levels
 - Don't always have superior English language skills
 - Gaokao pass rate for Top Chinese universities very high
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News on the street

- "Chinese employers only recognise the most prestigious universities, namely the Ivy League, Cambridge, Oxford, and LSE simply because they have not heard of the others".

Source: South China morning post



Employers want...

- Sector knowledge and career focus
 - Relevant work experience (pref paid)
 - Team working and interpersonal skills
 - Prestigious university and good results
 - Realistic salary expectations
 - Respect for authority
 - Diligence and hard work
- 

	Foreign Investment Enterprises	State Owned Enterprises	Privately Owned Enterprises
Features	<ul style="list-style-type: none"> • Leadership development • Access to knowledge • Access to leading technology • Management systems 	<ul style="list-style-type: none"> • Job security • Good work/life balance 	<ul style="list-style-type: none"> • High earning potential • Autonomy • Focus on career progression
Values	<ul style="list-style-type: none"> • Transferable skills • Qualifications • Work experience • English language skills • UK experience • Awareness of foreign culture 	<ul style="list-style-type: none"> • Graduates from the best (211) Universities • Often personal connections “guanxi” are required • Job related skills • Job related degree • Paid job related experience • Respect for values, hierarchies and authority • Fit with the culture of the organisation 	<ul style="list-style-type: none"> • POE’s may value a combination of attributes from both lists, depending on their culture and the nature of their business

Where to work? - Popular destinations

Beijing

- Political, cultural and industrial centre
- Key industries: bioengineering and new medicine, IT, automotive, finance microelectronics
- At least 18 foreign bank branches and home to The People's Bank of China

Shanghai

- Commercial and financial centre of China
- Key point for multinationals
- Key industries: manufacturing, aerospace, petrochemical, automotive, finance, biomedical and the service industry

Shenzhen

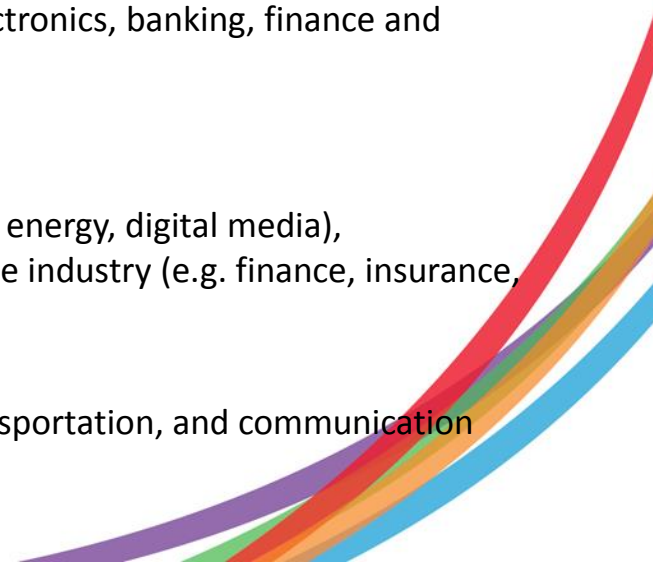
- Take many graduates every year as voted one of China's top 10 liveable cities
- Key industries: Telecommunications, computer manufacturing and electronics, banking, finance and consulting

Guangzhou

- Important economic development area and focus for many returnees
- Key industries: high tech industry (software, new materials, renewable energy, digital media), automobiles, electronics manufacturing, biological medicine, the service industry (e.g. finance, insurance, real estate)

Chengdu

- One of the most important economic, finance, commerce, culture, transportation, and communication centres in Western China



LSE Careers Country pages

← → C www.lse.ac.uk/intranet/CareersAndVacancies/careersService/InternationalCareers/CountryProfiles/China/Home.aspx

Cookies?

LSE Staff and students


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China ▼
LSE destinations
Job market
Finding opportunities
Applying for opportunities
Employers
Resources

Working in China



Understanding the jobs market and recruitment methods used in the country you want to work in is important for a successful job search.

This section contains information about organisations that have employed LSE students and the destinations of LSE students within China. This information gives you some starting points but is no substitute for conducting your own thorough, further research.

Chinese and wanting to return for work?

- [Grad link China](#)

Not Chinese? Find out more about living and working in China:

- [BBC - China country profile](#)
China country profile on the BBC website
- [Careers Tagged](#)
A careers-bookmarking website run by the University of London Careers Group. Similar to Delicious, but focusing on careers information. Good for overseas careers info.
- [GRADChina](#)
Graduate careers information and jobs website aimed at Chinese students from TargetJobs
- [Going Global](#)
A wealth of international career resources
- [Internations](#)
Careers and country information for a variety of countries.
- [Just Landed](#)
Careers information and logistical and cultural information for working outside your home country.
- [Prospects - China Country overview](#)
Careers information on graduate careers in China from Graduate Prospects.
- [Silu](#)
Careers information for work in China. Includes interesting blog posts, employer lists and information and vacancy board.
- [The Chinese Central Government's Official Web Portal](#)
Information from the people's government of the People's Republic of China

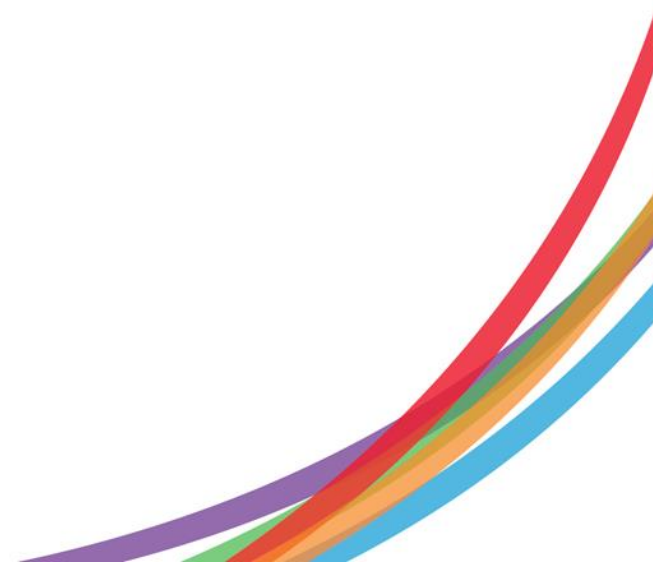
Recruitment Timeline

- Timing mirrors UK graduate recruitment
Sept – Dec for multi national employers
- However, majority of 325 employers surveyed
by Tsinghua University start recruitment
March
- Ask friends and contacts at home



Job Fairs in China

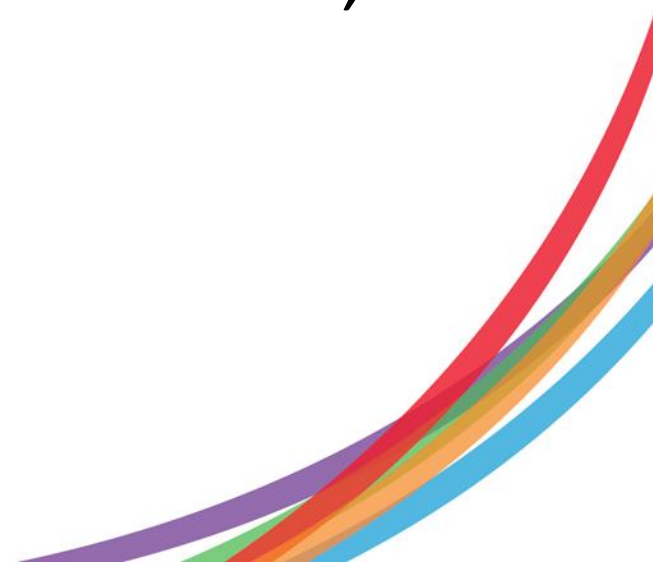
- LSE, Imperial & Oxbridge Careers Fairs
Beijing – August date to be confirmed
Shanghai – August date to be confirmed
Hong Kong – August date to be confirmed
- British Council events in China




Vacancies – Graduate programmes

Specifically aimed at Chinese students:

- Alibaba, Accenture, Amazon, BDO, Bosch, Decathlon China, Deloitte, EY, FAW Volkswagen, FDM Group, Google, GSK, HSBC, IBM, Intel, KPMG China, Microsoft, P&G, Towers Watson, Unilever



Vacancies – Job boards

- [China HR](#)
 - [51 Job](#)
 - [Student Zhaopin](#)
 - [China Job Online](#)
 - [Gradlink China](#)
 - [Silu Facebook](#)
 - Going Global – subscription via LSE Careers
 - LSE CareerHub
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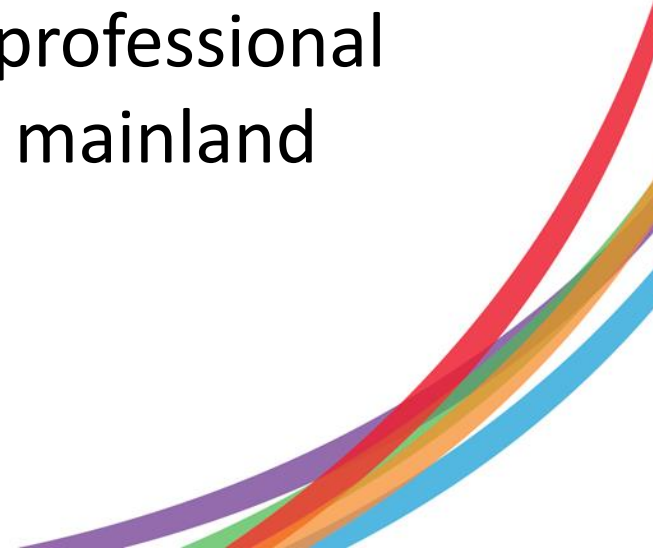
Current China vacancies CareerHub

- **Delegation of the European Union to China - Economic and financial section**
Traineeship in Economic and Financial Section
 - **KPMG**
Graduate Programme 2015 - Audit, Tax & Advisory, Summer Internship 2015
 - **Ningbo Wencheng International Student Internship Inc.**
Market research associate
 - **Orrick, Herrington & Sutcliffe LLP - Hong Kong**
Legal Assistant
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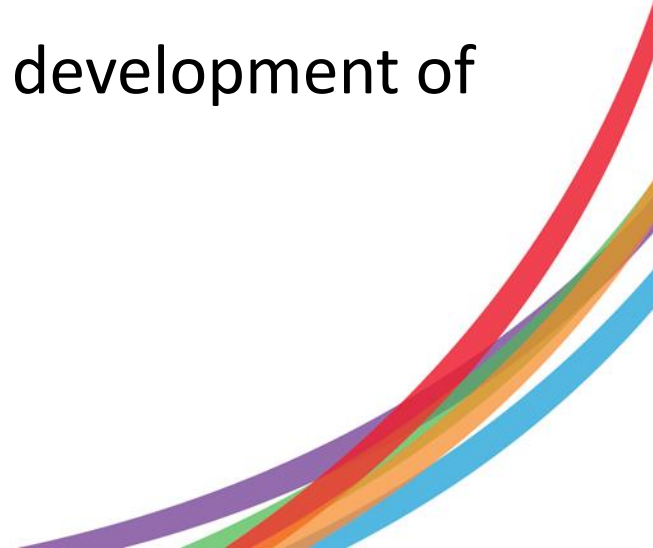
Maintain your networks

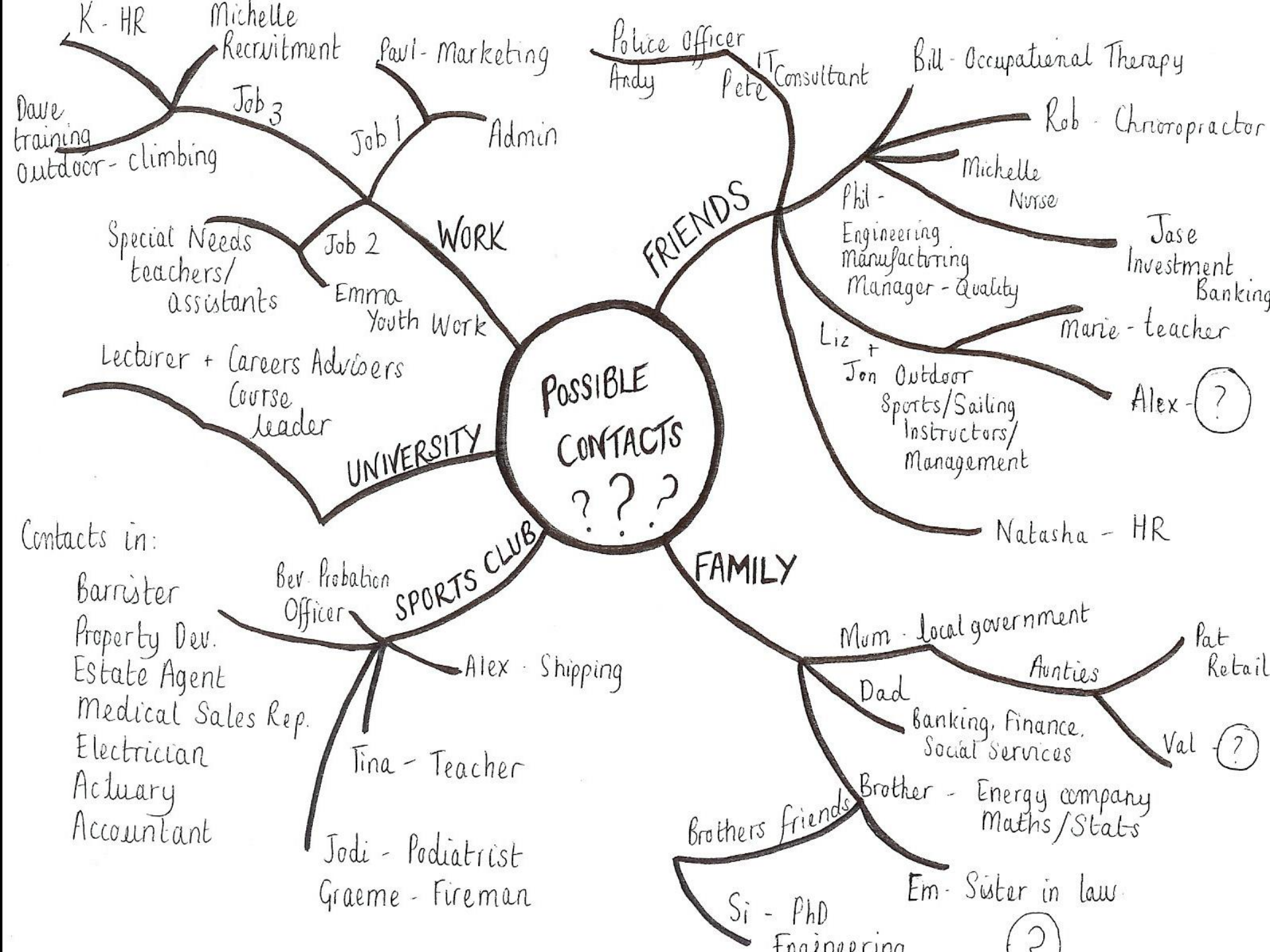
- 300,000 Chinese mainland students set to return
- Employers favour students with work experience
- 86 % of 830 overseas graduates surveyed landed first job in China within six months of completing their studies
- BUT 59 % of graduates said their professional networks were weaker than their mainland counterparts

Source: Centre for China and Globalisation, 2012



What is networking?

- Not for you?
 - “You have to be pushy” “I can’t fake it” “I’ll have to compromise myself”
 - But....
 - Good networking is simply about the development of mutually beneficial relationships
 - How do you go about it?
- 



Contacts in:

Barrister
Property Dev.
Estate Agent
Medical Sales Rep.
Electrician
Actuary
Accountant

Vacancies - Social networking

Networking and speculative applications

- www.renren.com
- www.51.com
- www.weibo.com
- yingjiesheng.com
- Connect with LSE alumni associations in Beijing/Shanghai now!



Vacancies - other

Professional bodies/trade associations are a good way of getting lists of employers as they often have a directory of members on their websites.

- **British Chamber of Commerce**
 - **British Council**
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- A series of four curved lines in red, orange, yellow, and blue, starting from the bottom right and curving upwards and to the left.

Improve your commercial awareness

- China Economic Net www.ce.cn a trilingual online forum for business news and sections on markets and companies
 - The online version of China Daily www.chinadaily.com.cn offers news and background stories of national and international affairs in a bilingual setting
 - www.jobmarket.com.hk an online magazine covering current careers topics
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Newspapers to follow

- Beijing Wanbao (Beijing Evening Post)
- Beijing Scene
- China Daily (Zhongguo Ribao)
- Gongren Ribao
- Guanming Daily
- Liaoning Daily (Liaoning Riabo)
- Renmin Ribao
- Shanghai Daily
- Shanghai Star
- Sichuan Daily
- The Sun (Taiyang Bao)
- Xingmin Wanbao (Xinmin Evening News)



谢谢 Xie Xie
Any questions?

