



# JOBS GUIDE

# & DIRECTORY





# FOREWORD



**The British Chamber's employability activities support UK universities' students, graduates and alumni with their job search, professional development and skills in the workplace.**

With a record number of 10.76 million university students graduating this year (according to Ministry of Education Statistics), employability is a key concern for universities and their students. China's youth unemployment rate is 18.4%, 3 times higher than the overall rate. The pandemic also continues to increase uncertainties in the jobs market.

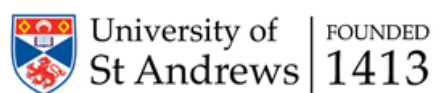
We hope this brochure with information of current openings from BritCham China members and other international and Chinese organisations, as well as top tips and advice for graduates from HR staff and employers, can be a useful resource for your students, graduate and alumni who aim to return to China after their studies in the UK.



**Steven Lynch**  
Managing Director  
British Chamber of Commerce in China



# SUPPORTED BY UK UNIVERSITY MEMBERS

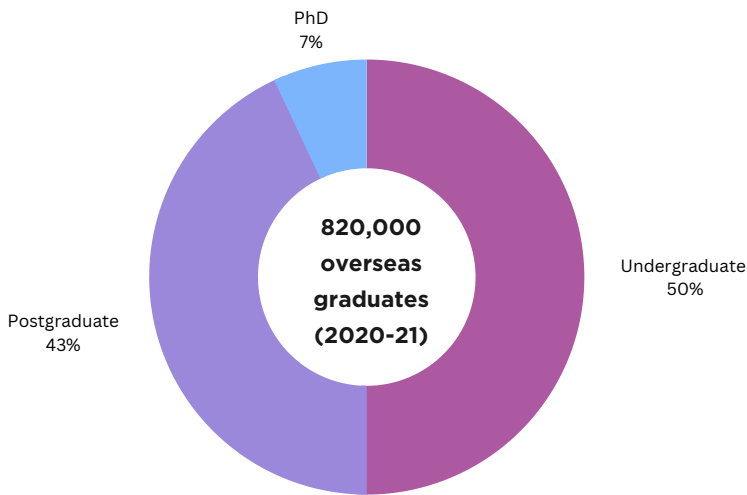




# CHINA'S JOB MARKET

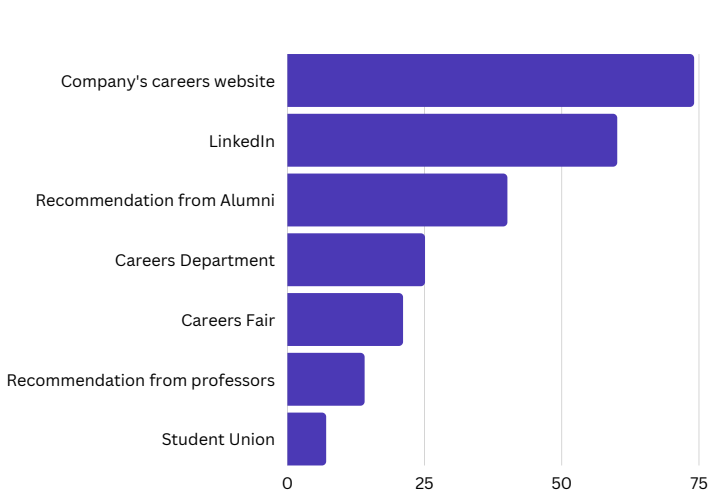


## Highest level of study achieved

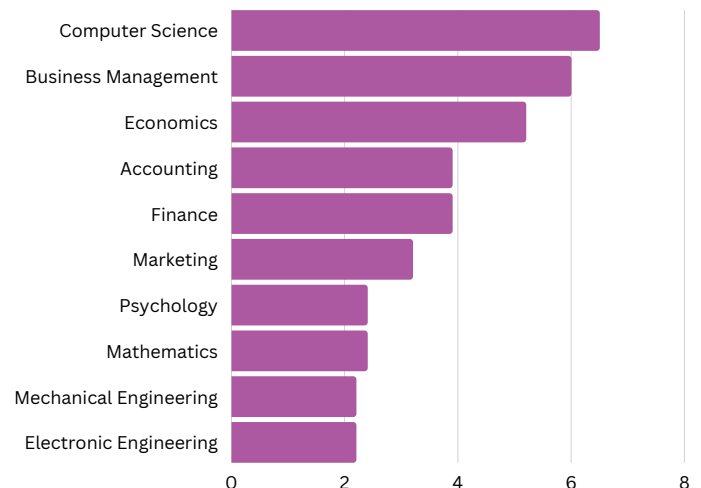


According to the Ministry of Education, Chinese overseas students returning to China has increased from 47% in 2009 to 82% in 2019. In 2020, there are 770,000 Chinese students studying overseas, and 2021 we see this number exceeding 1 million, with an increase of 35.01% y-on-y.

## Key channels for employment information



## Subjects studied



# TOP TIPS FOR WRITING A CV THAT STANDS OUT



## 1

### FORMAT

- Bilingual CV
- Attach Professional Photo
- Multilingual Proficiency and certification is a good add on!

## 3

### APPLICATION

- Customise CV based on specific application
- Expand your application on multiple industry & Top 10 players

## 2

### CONTENT

- Showcase of your Sector of Expertise
- Demonstrate by data
- Provide example on your achievements
- State clearly on your role in school, social activity, internship, work placement and progress within each role

PageGroup



# PREPARING FOR A JOB INTERVIEW



Hampton Group  
汉晋集团

Yanjun Zhang, Hampton Group

01

## RESEARCH

Find out what the company does, what they're looking for, and who their competitors are

02

## CHECK THE JOB DESCRIPTION

Research what the exact requirements are, and how you'll demonstrate in the interview that you meet them

03

## GIVE A GOOD FIRST IMPRESSION

Be punctual to your interview, dress appropriately, and be enthusiastic!

## GET PREPARED!

*"Hampton Group delivers strategic advisory and investment solutions to the clients. The key skills that Hampton Group focuses on include: learning ability, professional knowledge reserve, achievement motivation and career pursuit."*



# WHAT TO EXPECT FROM YOUR GRADUATE SCHEME



We offer a comprehensive mix of experiential leadership training, industry-specific technical skills training, and individualised functional and language training. We also adapt the 70-20-10 model for learning and development. Each participant will be given challenging assignment starting from their early career and then rotating to a new role which will be driven by business needs and MT's personal career preference. Depending on the specific starting point of the entire programme, we could offer cross job functions, cross geographies and even cross industries. Mentoring, coaching and other interactions with our Senior Executives also play critical roles. Last but not least, they will also You'll also have the opportunity to attend training at renowned business schools such as INSEAD in Singapore and France.



# A DAY IN THE LIFE OF A GRADUATE TRAINEE

## 7:30 晨起赋能



迎着清晨的第一缕阳光，享受着清晨空气的美好。与很多职场人的习惯相似，Wansi提早抵达公司，来一杯咖啡，浏览一下行业要闻，以最佳状态迎接一天的工作。

## 8:30 晨会协作



拜访和邀约客户是Wansi每日的工作重点。通过电话邀约和线下拜访的方式，能够让Wansi快速与客户建立联系，精准推广银行服务和账户优势，并根据客户需要的服务类型，协同客户经理开立账户。Wansi打开了工作本，回想起上周在留学推介会和高尔夫球活动上认识的客户，就开始有条不紊地联系起来，做好拜访的计划。

## 12:30 午餐休息



充实的上午结束了。今天恰巧是月度表彰大会，Wansi开心得搓搓手，期待着表彰大会上的颁奖以及美味佳肴！

## 13:30 跨部门合作



职场上除了work hard（努力工作），还要work smart（聪明工作）。客户拓展的工作绝不只是单兵作战，还需要与工商金融业务、小企业银行业务等部门开展跨部门合作，寻找共同的目标客户，搭建渠道，为客户提供多方位服务。除此以外，Wansi还需要和商务团队共同沟通渠道活动的安排；与客户经理助理协同处理必要的文件和系统……跨部门的沟通成为Wansi日常。

## 17:00 夕会培训



主管曾说过，

**“目标达成，不仅要了解自己的客户，还需要了解其他伙伴的客户情况。”**

只有更加频繁地与客户沟通，才能加深自己对行业的理解，进而体现出自己的专业性以获取客户的信任。在夕会中，Wansi拿起笔做着详细的会议记录。对Wansi来说，倾听其他同事遇到的问题，以及解决方法，都是非常有效的学习方式。除此之外，会上也会安排一些培训，让个人软实力和硬技能都得以均衡发展。

## 18:30 下班啦~



同事们陆续下班了，Wansi也把今天的工作收尾，准备回家。结束了一天有意义的工作，Wansi内心无比充实。走出办公室后，Wansi抬头看看林立的高楼，眼睛闪烁着对未来美好的期许，踏着落日的余晖回家……

用艺术陶冶自己的心情，是Wansi一天工作后的休闲时光。回到家后，Wansi拿起画笔，继续着那幅图画。每到周末，Wansi喜欢去逛逛艺术展，生活因此变得更加有滋有味。

在汇丰，Wansi能够做到职业和兴趣兼顾、工作与生活的平衡，这使她感到欣喜。



汇丰  
HSBC



# WHY WOULD A CHINESE COMPANY HIRE OVERSEAS GRADUATES?

Midea recognises that people are different and need to be treated as such in order to become a better version of themselves therefore we try to be as flexible in our recruitment process as possible. An ideal candidate is someone who is both ambitious and takes responsibility, who has work experience or study in the area they wish to work in and better if they have international experiences such as living overseas.



## 01. Intercultural communication

Overseas graduates intercultural communication and language skills set them apart from those who graduated in mainland China.



## 02. Flexibility and motivation

Overseas graduates have the ability to work in groups, work independently, schedule their own projects and apply theory to realit



## 03. Global mindset

Their open mindset and awareness of the world outside China sets them apart as well.



# JOBS DIRECTORY



# INTERNSHIP OPPORTUNITIES



## INTERNSHIP PROGRAMME

- Advocacy & Policy
- Business Development
- Marketing and Events

[www.britishchamber.cn](http://www.britishchamber.cn)

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## SUMMER INTERNSHIP PROGRAMME

- 8 week internship
- Management Trainee experience - pitch, lead and implement a project

<https://mycareers.swire.com/go/JSSHK/3965401/>

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## CUSTOMER SERVICE TRAINEE

- 4 months plus - opportunity to stay on afterwards
- Work on strategy and research in the real estate industry

<https://www.joneslanglasalle.com.cn/zh/careers>

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## REGULAR INTERNSHIP PROGRAMMES

- 6-12 month internships available
- Available in a range of areas including audit, assurance, tax, consulting

[kpmg.com/cn/careers](http://kpmg.com/cn/careers)

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# JOB OPPORTUNITIES



**Contact:**  
**Michelle Cai**

[caichunying@aidi.edu.cn](mailto:caichunying@aidi.edu.cn)



## Current openings

- Mathematics Teacher (bilingual)
- Physics Teacher (bilingual)
- Chemistry Teacher (bilingual)
- ESL Teacher (native English speaker)

## Company introduction

Founded in 1997, Beijing AIDI School initially, with the support of the Australian Government, provided bridging programs for high school students to enable them to matriculate into Australian universities. Since then, the school has expanded and added both international and domestic programs to enable it to offer a complete K-12 education system.



**ASIA PERSPECTIVE**

**Contact:**  
**Stella Liao**

[stella.liao@asiaperspective.com](mailto:stella.liao@asiaperspective.com)



## Current openings

- Internship (Management Consulting & Business Development)
- Management Consultant

## Company introduction

Asia Perspective is a management consulting company since 2008. We are clearly specialized in bridging the business ecosystems of Europe and Asia. Our services cover market entry and expansion, sourcing and supply chain management, business restructuring and transformation, as well as cross-border M&A and financing. We have offices in Sweden, China, Vietnam, and Indonesia, also representatives in Finland and Italy.



Contact:  
Abby Zhong

[abby.mq.zhong@cushwake.com](mailto:abby.mq.zhong@cushwake.com)



## Current openings

- 管理培训生 (北京)
- 房地产评估分析师 (北京/大连/沈阳/青岛)
- 企业选址顾问 (北京)
- 实习生 (提供转正机会) (北京)

## Company introduction

戴德梁行是享誉全球的房地产服务和咨询顾问公司, 通过兼具本土洞察与全球视野的房地产解决方案为客户创造卓越价值。戴德梁行遍布全球60多个国家, 设有400多个办公室, 拥有50,000名专业员工。在大中华区, 我们的22家分公司合力引领市场发展, 赢得众多行业重磅奖项和至高荣誉。2020年公司全球营业收入达78亿美元, 核心业务涵盖估价及顾问服务、策略发展顾问、项目管理服务、资本市场、项目及企业服务、产业地产、商业地产等。



Contact:  
Maggie Wang

[maggie.wang@eurusrecruitment.com](mailto:maggie.wang@eurusrecruitment.com)



## Current openings

- 小学语文教师
- 国际学校IT工程师
- 学术主任
- A Level化学教师, 历史教师, 体育教师
- AP物理教师
- 初中数学教师, 语文教师

## Company introduction

Eurus is a one-stop recruitment platform focusing on education recruitment, consultancy and career development services. We partner with a large number of educational organisations to allow us to better meet the requirements of the job seekers within the education industry. Our partners advertise hundreds of vacancies through our job search platform and entrust our recruitment team to provide professional headhunting services.



光华管理学院  
Guanghua School of Management

Contact:  
Yu Liang

[yul@gsm.pku.edu.cn](mailto:yul@gsm.pku.edu.cn)



## Current openings

- Global MBA (Full-time) - English
- PMBA (Part-time) - Chinese
- Cornell-Peking Dual Degree MMH-MBA Programme (Part-time) - Chinese and English

## Company introduction

Guanghua School of Management is the official business school of Peking University and a fully AACSB and EQUIS accredited business school. At the forefront of China's development and the hub for the brightest business leaders from China and across the globe, our mission extends beyond business or management. With a team of over 120 faculty, comprised of a diverse group of prominent business leaders and experts, Guanghua has become one of the best business schools in the Asia-Pacific region.



Hampton Group  
汉晋集团

Contact:  
Hampton Group HR

[hr@hamptonholding.cn](mailto:hr@hamptonholding.cn)



## Current openings

- Management Trainee (Education Sector)
- Management Trainee (Investment Sector)
- Intern (HR Department)
- Intern (New Media Planning)
- Intern (New Media Video Editing)

## Company introduction

Hampton Group is a portfolio of companies who are leaders in investing in, consulting on and enabling opportunities between China, the UK and the rest of the world. Hampton Group delivers strategic advisory and investment solutions to help leaders of international and Chinese companies solve business-critical challenges and seize unique opportunities. We act as a bridge between companies in China and the rest of the world. We understand and appreciate the strengths of both and are committed to supporting each to grow and succeed with the other.

# HAYS INTERNSHIP PROGRAM IS HIRING

**Interested to find out what it is like to be a Recruitment Consultant?  
Wondering if there is job that can provide you with both  
professional experience and personal growth?**

**If you:**

- Can commit 3 months and more
- Are motivated, driven, passionate about people and customer centric
- Are ambitious for career development

**Our Internship Program offers:**

- Competitive package
- Professional training program
- On-job coaching
- Opportunity to become a full time Recruitment Consultant
- A memorable experience where you will grow and have fun

Location: Beijing, Shanghai, Suzhou, Guangzhou, Shenzhen



**Apply now**  
start your Hays story today





# HAYS

Recruiting experts  
worldwide

**Contact:**  
**Cucie Liu**

[Cucie.liu@hays.cn](mailto:Cucie.liu@hays.cn)



## Current openings

- Senior Recruitment Consultant
- Recruitment Consultant Manager (IT industry)

## Company introduction

Hays are the leading global experts in qualified, professional and skilled recruitment. The c.10,800 people we employ around the world partner with clients and candidates to power the world of work. Every day, across our business, we benefit society by helping people succeed and enabling organisations to thrive – creating opportunities and improving lives.



**Contact:**  
**Selina Tang**

[PI.Selina\\_Teng@hengansl.com](mailto:PI.Selina_Teng@hengansl.com)



## Current openings

- IT - R & D, algorithm, data analysis, big data application, Internet new technology application, project management
- Actuary -product development , product pricing, actuarial evaluation, asset and liability management
- Investment - investment research, credit analysis, investment risk and transaction
- Risk Management, compliance and legal
- Sales support and product operation

## Company introduction

Heng An Standard Pension Insurance is the first professional pension insurance company established by a joint venture life insurance company in China. Relying on the rich resources of shareholders, drawing on the cutting-edge pension management tools and technologies as well as innovative products and schemes in the UK, HASL Pension has actively participated in the promising Chinese pension market, adheres to the customer-oriented and differentiated business strategy, and is committed to providing more Chinese customers with first-class, professional and personalised pension management services to facilitate high-quality development of China's pension industry.



**Contact:  
HSBC**

[recruitment.hsbc.china@hsbc.com.cn](mailto:recruitment.hsbc.china@hsbc.com.cn)



## Current openings

- Premier Relationship Manager
- Future Trusted Advisor

## Company introduction

HSBC is one of the world's largest banking and financial services organisations. We serve approximately 40 million customers through our global businesses: Wealth and Personal Banking, Commercial Banking, and Global Banking & Markets. Our network covers 63 countries and territories in Europe, Asia, the Middle East and Africa, North America and Latin America.



**Contact:  
Ariel Wei**

[Ariel.We@ap.jll.com](mailto:Ariel.We@ap.jll.com)



## Current openings

- Customer Service Trainee
- Commercial real estate consultant management trainee

## Company introduction

JLL is a world leader in real estate services, powered by an entrepreneurial spirit. We want the most ambitious clients to work with us, and the most ambitious people to work for us. It's as simple as that.

We buy, build, occupy and invest in a variety of assets including industrial, commercial, retail, residential and hotel real estate. From tech startups to global firms, our clients span industries including banking, energy, healthcare, law, life sciences, manufacturing and technology.



**Contact:  
Scan below**



## Current openings

- 2022-2023常规实习机会
- 2022-2023寒假实习

## Company introduction

KPMG is a global organisation composed of independent professional members. KPMG member firms are located in 145 countries and regions around the world, with more than 236,000 partners and employees provide professional services such as audit, taxation and consulting.



**Contact:  
Julien Feasey**  
[\*lien.Feasey@midea.com\*](mailto:lien.Feasey@midea.com)



## Current openings

- Artificial Intelligence
- Marketing
- Computer Science
- Supply Chain and Logistics
- Finance

## Company introduction

Established in 1968, Midea has grown from what was once a local workshop into a leading consumer appliances and air conditioning systems manufacturer, with operations around the world. Its 40 years of persistent growth has brought its total revenue to 343.4 billion RMB in 2021.



**Contact:**  
**Xifeng Cheng**

[xifeng.cheng@originsight.com](mailto:xifeng.cheng@originsight.com)



## Current openings

- 利物浦大学中国市场代表
- 英国大学商业拓展
- 布里斯托大学中国市场代表
- 布里斯托大学-国际学校校园大使（实习）

## Company introduction

With years of expertise and experience in China education market, OriginSight has been pioneer and pacemaker in providing bespoke marketing solutions to education institutions with operation in China. Thanks to deep understanding of the market trend and sensitivity to ever-changing market demand, OriginSight never stops pursuing new ideas and new opportunities that may change the rules of game in the fierce competition. The core value of OriginSight lies in generation of new values by matching resources of our own and of the large network of our partners.







# Be you. Be Rolls-Royce. Graduate opportunities in Civil Aerospace

- Customer Business Intern – Beijing
- Manufacturing Engineer – Shanghai
- Project Controller – Shanghai
- Planning & Control – Shanghai

## What are we looking for?

University Graduates of 2020-2023, Major in Aerospace, Engineering, Material, Supply Chain Management, Project Management and Business, and proficient in English speaking and writing.

Rolls-Royce is one of the world's leading industrial technology companies, we pioneer the power that matters. We've been present in China for over 50 years. All major airlines in Greater China are long-standing customers and our Trent 700 engines power 90% of the country's Airbus A330 fleet. If you want to be inspired, supported and challenged to be the best version of yourself, to be who you are and shape an amazing career. You can at Rolls-Royce.



ECR talent pooling



RR WEChat



**Contact:  
Amy Hao**

[BJRecruit@savills.com.cn](mailto:BJRecruit@savills.com.cn)



## Current openings

- Consultant
- IT Operations Officer
- Internship

## Company introduction

Savills is a leading global real estate service provider listed on the London Stock Exchange. The company, established in 1855, has a rich heritage with unrivalled growth. It is a company that leads rather than follows, and now has 200 offices and associates throughout the Americas, Europe, Asia Pacific, Africa and the Middle East.

Career opportunities exist for talented people who possess the highest ethical and professional standards, who will work together with our clients to develop effective strategies and provide professional services quickly and efficiently. We attract, recruit and retain the best people in property.



**Contact:  
Swire HR**

[SMP.Recruit@JSSHK.com](mailto:SMP.Recruit@JSSHK.com)



## Current openings

- Swire Finance Programme
- Summer Internship Programme
- Property Executive Programme

## Company introduction

Swire is a highly diversified global business group, which has been in operation for over 200 years. Within Asia, Swire's activities principally come under the Swire Group's publicly quoted arm, Swire Pacific Ltd. Elsewhere in the world, businesses are held by parent company, John Swire & Sons Ltd. Swire's businesses are grouped into five categories: Property, Beverages & Food Chain, Aviation, Marine Services and Trading & Industrial.



**Contact:  
Faye Chen**

FayeChen@swirehotels.com



## Current openings

- Finance Intern
- Information Technology Intern
- Operations Intern
- Restaurant & Bar Intern, Waitress, Bartender
- Events Intern
- Guest Experience Assistant/Intern
- People & Culture Intern
- Housekeeping Coordinator
- Lobby Host

## Company introduction

Swire Hotels is a group of individual hotel brands who set out to craft extraordinary hospitality experiences for our guests. Most hospitality groups strive to create consistency. Hiring and training people to fit a mould. We believe in the opposite approach. We believe the happiest place to work, is where you get to be yourself, where you don't have to try to be someone you're not and where your ideas are welcome.



**Contact:  
The Hutong**

hr@thehutong.com



## Current openings

- Freelance Logistics Manager
- Freelance Programme Leader

## Company introduction

The Hutong is an education company. From humble beginnings as a Cultural Exchange Centre located in a traditional 四合院 (courtyard) in Beijing, they have grown steadily into China's leading operator of experiential education and travel programmes. With offices in Beijing, Shanghai, Hong Kong and Taipei, The Hutong specialise in providing International School, Chinese Private school and University students with unique and authentic educational experiences across Greater China.



**Contact:**  
**Ashley Wang**

[ashley.wang@ufh.com.cn](mailto:ashley.wang@ufh.com.cn)



## Current openings

- Financial Planning & Accounting Manager
- Human Resources Manager

## Company introduction

和睦家医疗秉承现代医院管理理念，致力于为来自不同国家和地区的患者提供个性化的，高质量的，以病人为中心的医疗服务。经过多年的发展，和睦家医疗在北京、上海、广州、天津、青岛、博鳌，深圳等地设有医院和诊所，为民众提供个性化的医疗服务。全职医生共426人，来自25个国家或地区，兼职专家团队超过1000人，护理团队900余人。

和睦家从建院之日起，秉承以患者为中心的理念，融合东西方医疗模式落地中国。在多年的发展历程中，和睦家没有放弃过追求极致，我们一直将质量、安全、服务作为首要达成目标。



**Contact:**  
**WTL Design**

[info@wtl.design](mailto:info@wtl.design)



## Current openings

- Key Account Manager
- Construction Department Director
- Senior Project Manager
- HR Manager
- Senior Recruiter
- Material Library Sales
- Marketing Manager
- Creative Writing

## Company introduction

WTL design started from office space design. Since 2005, it has actively innovated into commercial space, private house, courtyard landscape design, industrial park planning, and building interior integration transformation. In our development process, we have created many reputable EPC projects with the advantage of "integration of design and Engineering." WTL design is a partner and strategic consultant of many well-known brands at home and abroad. Our work has received numerous awards, and we have become one of the most representative high-end architectural decoration design companies in China.



The British Chamber hopes the information in this brochure is useful for students, graduates and alumni from UK universities. Employers can be reached out to directly for enquiries about specific roles.

Thank you to the British Chamber's UK university members for making this brochure possible:

Durham University  
University of Edinburgh  
King's College London  
University of Liverpool  
The University of Manchester  
University of York  
University of St Andrews  
University of Nottingham Ningbo China  
Queen's University Belfast  
Xi'an Jiaotong-Liverpool University

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## CONTACT

BritCham Universities Lead  
Miranda Matty  
[miranda.matty@britishchamber.cn](mailto:miranda.matty@britishchamber.cn)

Membership Manager  
Han Wei  
[wei.han@britishchamber.cn](mailto:wei.han@britishchamber.cn)

