



The University of Sydney

FACULTY OF
ECONOMICS
AND **BUSINESS**



Faculty of Economics and Business

JOB SEARCH IN CHINA for SUCSA

Presented by...

**Careers and Employer Relations Office,
Faculty OF Economics and Business**



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- Doing business in China - differences and similarities





What Chinese employers look for?

From all students (ie graduates of both Chinese and overseas universities):

- Grades
- Relevant work experience
- “polish”
- Understanding Chinese business
- Extra curricular activities





- From overseas returnees:
 - Relevant international experience (how might this look?)
 - Better English language skills (how can I improve this?)
 - Strong global connections and a worldly outlook





Differences between employers

- Small Chinese companies
- MNCs
- SOEs
- Professional Services firms (eg. Acctg, law)





From the Employer:

- “Multi-National Corporations (MNCs) don’t adapt their cultural practices in business in the same way as professional services firms have to. There are cultural norms to doing business here- many of their clients are state- owned enterprises (SOEs), although these are undergoing enormous change. Many SOEs are currently not profitable so there is a massive drive to get them more efficient – very ambitious and learning from western ways. One third of Deloitte’s clients are Chinese- private, one third are SOEs and one third are MNCs in China. Hong Kong is not as hungry.”



Do's and Don'ts

- **Don't** expect to get a job as soon as you return to China. Most grads take several months to find a position
- **Don't** expect to get the best paid job because you have been overseas
- **Do-** try and demonstrate the benefits of having studied overseas
- **Do** use your networks



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Where are job ads?

- CEO website has international job ads and International Student advice
- From our alumni:
 - www.51job.com
 - www.zhaopin.com
 - www.chinahr.com





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Using your Network

- Many jobs are filled by word of mouth
- Tap into this hidden job market by expanding your network - get connected and stay connected!
- Develop your network now in SUCSA !
- Register with the [Faculty's Alumni program](#) – we hope to develop business network events in China –complete the survey.

