



Job description : Consultant (based in Shanghai)

Opportunity

- **..to learn:**
 - Great opportunity to gain rapid exposure to a large variety of industry sectors across a number of functions. You could be advising a technology company on marketing strategy to enter the China market, assessing financial investment opportunities in the healthcare sector for a Hedge or Private Equity Fund, and working on a potential M&A transaction in the consumer goods industry all in the same month!
 - You will be learning new things every day.
 - Work for and advise variety of companies including many multinational companies leading in their respective fields.
 - Work closely with our highly qualified senior consultants and Partners, learning from their years of experience.
- **...to progress your career:**
 - This is an opportunity to either enter the management consulting profession or move from a larger blue-chip consultancy to a small fast-growing consultancy with more opportunities for personal development.
 - Join a fast growing management consultancy while we are still small.
 - Progress to seniorer consultant roles.
 - Help to grow China's economy, be it by advising Western companies investing in China or Chinese companies investing overseas.
- **...to use your brain and initiative:**
 - Substantial responsibility, with opportunity to use your initiative rather than just follow instructions, and to think through problems as well as execute.
- **...and have fun!**
 - Work in a dynamic but friendly environment surrounded by high-calibre colleagues all with outstanding intellectual capabilities. Thrive in a multi-lingual, international environment.
 - Variety –no two weeks are the same, and the pace is fast!

Role

The candidate, to be based in Shanghai, would join us as a consultant, with opportunity to grow from there. Key tasks and responsibilities:

1. **Research:** finding information from internet research, consulting publications, and soliciting information via email and telephone.
2. **Translation:** of information from English to Chinese and vice versa.
3. **Analysis:** of information gathered to derive key insights. Running particular work streams within a given assignment. Participating in idea and hypothesis generation sessions.
4. **Preparing Reports:** (mostly in English) involving synthesis of often substantial quantities of information.
5. **Administrative Tasks:** (potential setting-up of offices, keeping library and databases up-to-date, day-to-day running of the office, receiving incoming calls, making calls and arranging appointments and other office administrative duties).
6. **Other Tasks:** as assigned on a time to time basis including assisting in business development.

Schmitze & Partners

We are a China-focused management consultancy, with a commitment to providing **excellence** and **practical solutions**.

We provide Corporate Finance and Business Consultancy services assisting companies and financial investors with activities into and out of China.

Our team of **seasoned high-calibre** business professionals have assisted many leading multinationals from around the world, as well as mid-sized and smaller companies, and financial institutions. This work has included assistance in acquisitions and divestitures, strategic partnerships and organic growth through both strategy and execution. We adhere to a set of company values which makes us unique and define who we are and what we do. Last but not least, our customers benefit from the fact that our senior partners are deeply personally involved throughout the project.

Excellence:

- **Partner Involvement:** our senior partners devote significant personal time to each project from beginning to completion.
- **High-calibre People:** in building our team, high standards in intellectual capital, business experience, international exposure and professional standards are critical to us.
- **China Focus:** we combine strong experience of conducting business in the West with a deep sensitivity towards the particular needs of Chinese companies.
- **Deep Experience:** our team benefit from deep experience in Corporate Finance, Business Development and General Management having been active in this space for over fifteen years.
- **Near at hand:** our offices across three continents allow us to work more closely with and be more responsive to client needs. They allow us to be at hand both at our clients headquarters as well as where the project is to be undertaken.

Practical Solutions:

- **Operational Backgrounds:** we have not always been consultants. We draw our backgrounds not just from consulting but also from operational roles, be it General Management, Product Management, Corporate Development or Investment Banking. This helps us to understand what our clients really need –the result being not just theory but practical solutions.
- **Strategy through to Execution:** we can assist from initial strategy all the way through to execution and even interim management.

Our Services

M&A / Corporate Finance:

We can assist Chinese companies invest in or acquire overseas companies or operations, and assist Western companies in the other direction. We also assist on the sale side with divestitures, outright sales, and investor searches. Last but not least we advise PE and Hedge Funds in their investments in terms of investment research and due diligence.

Strategy & Business Development:

We assist Chinese entities expand to the West and Western companies develop their business in China. Strategy projects can include market entry, supply chain, distribution channel, product price & positioning, and restructuring. Successful business development requires a deep understanding of the market, rigorous analysis, and strong relationships. We will undertake assignments tailored to our clients business needs which can not only cover analysis and strategy but also go on to execution leveraging our strength in hands-on business management and execution.

The Team

We draw from the talent of a number of seasoned high-calibre business professionals across offices in London (UK), Munich (Germany), Sao Paulo (Brazil) as well as Beijing, Shanghai and Hong Kong. These individuals have blue-chip backgrounds having graduated from some of the world's most famous universities and business schools, and having previously worked for leading corporations such as Microsoft, The Swire Group, Siemens, Deutsche Bank, Commerz Bank, Bertelsmann, AT Kearney, etc... setting-up and running businesses in China and in the West.

Requirements

1. **Strong Languages:** either a Chinese or foreign national, fluent in speaking, reading and writing English and ideally Mandarin Chinese. Other major European languages a bonus. Experience of having lived overseas preferred.
2. **Good PC Skills:** advanced user of Microsoft PowerPoint, Word, Excel, Outlook and internet-based research.
3. **Outstanding Academic Background:** university graduate with proven outstanding academic results, ideally from a top university.
4. **Outstanding Communication Skills:** comfortable communicating with senior executives, and soliciting information by cold calling. Proven experience preferred.
5. **Good Problem-solving Skills:** demonstrated skills and clear enjoyment of solving complex problems. Ability to balance details with the big picture. Pragmatic.
6. **Strong Performer:** positive attitude, good team player, responsible, mature. Proactive self-starter, work well under pressure, and be flexible embracing change. Fast learner.
7. **Minimum of three years work experience:** finance, accounting and business experience or qualifications are an advantage but not essential.
8. **Mothers returning to work welcome:** mothers having taken time out of work and now seeking to return to employment welcome. We are willing to be flexible with work schedules for the right applicant and although we would prefer full time, we are happy to consider part-time job applicant

Remuneration

Base salary plus generous performance bonus.

Application

We are in a position to recruit for the role immediately. If interested, apply quickly to be considered for evaluation. Please send in English your complete resume, as well as a motivation letter and your salary expectations to: enquiries@SandPconsulting.com entitled 'Consultant Application from <your name>'.