



Schmittzehe & Partners

China Consulting / Corporate Finance Advisory Internships Available (based in Shanghai)

Schmittzehe & Partners, a boutique China-focused advisory firm, is offering one or more internship opportunities in their Shanghai office to students from leading business schools, and universities.

Opportunity

- **..to learn:**
 - Great opportunity to try-out working in a small advisory firm in Shanghai with exposure to a large variety of industry sectors across a number of functions. We could be helping to advise 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!
 - Interns will be given ownership for one or more meaningful projects with clear deliverables which will form an integral part of our work at the time.
- **...to open-up exciting career options:**
 - This could be a way in to a much sought-after career in management consulting / corporate finance and involving China.
 - We are actively hiring for full-time positions so successful interns will be considered for such positions after the internship.
 - The project undertaken will provide the opportunity for the intern to be recognised for his or her achievement. On completion we shall provide a detailed feedback document evaluating the performance of the intern, which can be used as a reference for future job searches with other recruiters.
- **...all with the flexibility to work for you:**
 - We are flexible as to when the internship commences and ends as long as it is carried out primarily out of our Shanghai office and is ideally not shorter than three to four weeks.

Schmittzehe & 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, McKinsey, etc... setting-up and running businesses in China and in the West.

Requirements

1. **Strong Languages:** advanced or fluent in speaking, reading and writing Mandarin Chinese (preferred) and English (mandatory).
2. **Good PC Skills:** advanced user of Microsoft PowerPoint, Word, Excel, Outlook and internet-based research.

3. **Outstanding Academic Background:** Business school, university under or post graduate with proven outstanding academic results, ideally at or from a top Business School or University. All degrees considered but the following preferred: Oriental Studies (Chinese), English, Maths, Economics, Sciences, Engineering, Business Administration, Finance, Accounting, Journalism.
4. **Outstanding Communication Skills:** comfortable communicating with senior executives, and soliciting information by cold calling.
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.

Remuneration

Being a small advisory firm, we regrettably are neither able to offer any remuneration nor cover travel and accommodation expenses for interns. We would however provide work facilities within our Shanghai office and could assist with applying for a China visa.

Application

We are in a position to offer internships immediately. If interested, apply quickly to be considered for evaluation. Please send in English your complete resume, as well as a motivation letter to: enquiries@SandPconsulting.com entitled 'Intern Application from <your name>'.