



Schmitzehe & Partners

Job description : Senior Consultant (based in Shanghai)

Opportunity

- **..to learn:**
 - 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 may well rapidly be responsible for establishing a particular business with P&L responsibility.
 - You will be learning new things every day.
 - Work for and advise a variety of companies including many multinational companies and investment funds leading in their respective fields.
- **...to progress your career:**
 - This is an opportunity to either enter the management consulting / corporate finance profession or move from a larger blue-chip consultancy / financial advisory firm or bank to a small fast-growing advisory firm with more opportunities for personal development.
 - Join us at an early stage in our development, with the flexibility which comes from a smaller company as well as the opportunity to help grow the business and potentially progress to partnership in the future. Immediate entry at partner level possible for the right candidate.
 - Help to grow China's economy, be it by advising Western companies and financial institutions investing in China or Chinese companies and funds investing overseas.
- **...to use your brain and initiative:**
 - Substantial responsibility and an intellectually demanding role.
 - We have ambitious but entrepreneurial aspirations which make us very different from other advisory firms.
- **...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!
 - This is not about being an employee but about participating as an important team member in building a successful business together.

Role

The candidate, to be based in our Shanghai office, would join us as a senior consultant, or for the right candidate as a partner, with opportunity to grow from there. Key tasks and responsibilities:

1. **Research & analysis:** research design and execution, primary and secondary, quantitative and qualitative. Application of suitable frameworks. M&A search.
2. **Project management:** day-to-day leadership of consulting projects, and significant input into project design and methodologies. Responsibility for key parts of the business.
3. **Preparing reports:** (mostly in English) involving synthesis of often substantial quantities of information and developing strategy PowerPoint decks, investment prospectuses, etc...
4. **Business development:** a critical part of this role, as the individual would be tasked with helping grow the business. Would involve assisting in business development and new client origination.

5. **Other Tasks:** as will arise on a time to time basis.

Schmitzehe & 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 consultants and 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 and doing business in China.
- **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 in China and overseas 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 advisors. We draw our backgrounds not just from consulting and investment banking but also from operational roles, be it General Management, Product Management, and Corporate Development. 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 and affiliate 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 Investment Bank, Commerz Bank, Bertelsmann, McKinsey, 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 Mandarin Chinese. Other major European languages a bonus. Experience of having lived overseas preferred.
2. **Good Analytical and Presentation Skills:** able to develop frameworks, define methodologies to obtain data, analyse it, and present it in a simple but insightful way.
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. 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 Five Years Work Experience:** prior consulting, investment banking, or corporate experience in strategy, business development, corporate development, M&A or general management. Either MBA or equivalent, or significant relevant professional experience.
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 applicants.
9. **Business Development Aptitude:** strong business development and commercial skills and able to help us develop new business and clients.

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 'Senior Consultant Application from <your name>'.