



MAKE YOUR NEXT MOVE

EXPLORE YOUR CAREER OPPORTUNITIES
WITH OC&C STRATEGY CONSULTANTS

LSE
Mar 10th, 2017

OC&C IS A GLOBAL CONSULTING FIRM

500 PEOPLE WORLDWIDE, 10% ANNUAL GROWTH SINCE 2003



BELO HORIZONTE

DUSSELDORF

HAMBURG

HONG KONG

ISTANBUL

LONDON

MUMBAI

MUNICH

NEW DELHI

NEW YORK

PARIS

SAO PAULO

SHANGHAI

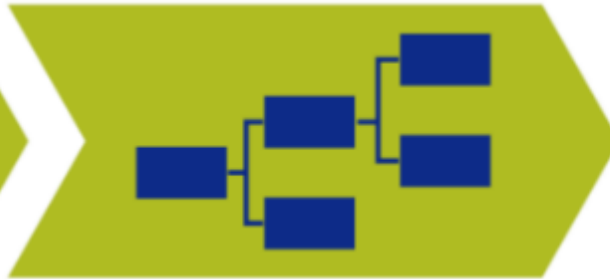
WARSAW

OC&C GIVES STRATEGIC ADVICE TO TOP MANAGEMENT

SOLVE COMPLEX ISSUES WITH CONCRETE SOLUTIONS



Complex and not clearly defined questions that are crucial for our clients



We identify the right questions and structure them for top management...



...and help them with real impact on results

OUR PROJECTS

DIVERSE QUESTIONS, COMPLEX AND CRUCIAL FOR OUR CLIENTS



CORPORATE STRATEGY

Create most value? Win the rivalry with competition? Sell or buy business units?

BUSINESS STRATEGY

Expand brand portfolio? Launch new products? Foreign expansion? Get rid of certain activities or clients?

STRATEGIC REALISATION

The most important priorities for the following year? Optimise sales activities? Cost cutting? Optimise business processes?



TRANSACTION SUPPORT

Stability and growth of cash flow? Improvement of existing plans? Good 'exit' opportunities?

OUR CLIENTS

OC&C SERVES A BROAD RANGE OF WORLD CLASS COMPANIES

Media	Telecoms	Technology	Industrial and Business Support Services	Financial Services	Retail	FMCG	Private Equity
							
							
							
							
							
							

OUR SECTORS

OC&C MAIN AREAS OF EXPERTISE

OC&C serves multiple industries worldwide.

The Greater China office has built expertise in Retail, Consumer Goods and Private Equity



Retail & Distribution

Consumer Goods

Private Equity

Technology, Media & Telecom

Travel, Transport and Logistics

Industry and Utilities

Financial and Professional Services

TWO HOME OFFICES IN GREATER CHINA

OC&C PRESENCE IN CHINA

- 2 offices in China: Hong Kong and Shanghai
- Pan-Asia service coverage with a focus on the Greater China region
- Serve clients throughout the Asia Pacific region
- Projects cover:
 - Mainland China
 - Hong Kong
 - Taiwan
 - Indonesia, Thailand, Malaysia
 - Korea
 - Japan
 - Australia/ New Zealand
 - UK
 - Russia



WHAT MAKES US DIFFERENT?



EXCEPTIONAL CLARITY

Clear thinking on strategic options, based on rigorous analysis and an open mind



CLOSE COLLABORATION

Intensive collaboration with each other and with our clients for the best result and to enjoy it



DISTINCTIVE CHARACTER

A great mix of personalities – each with something extra – who work with a shared state of mind

INTENSIVE COLLABORATION WITH CLIENTS

WHY AND HOW?

FROM HIGHER TO LOWER LEVEL

We work a lot with the client, as well as with employees from the shop floor as with the management board

AT THE CLIENT SITE

Our teams often work at the client site for an optimal collaboration. On Friday we always try to work at our office (for team building and collaboration)

DIFFERENT OPINIONS

We are sincerely interested in the opinions of our clients, more ideas and points of view lead to better results

ACTIVE INVOLVEMENT

Collaboration creates understanding, support and involvement for the results. This is of great importance for a supported strategy and a successful implementation

COLLABORATION WITH COLLEAGUES

NATIONAL AND INTERNATIONAL

TEAM COMPOSITION

A project team normally consists of 3 to 4 persons: a partner, a manager, a consultant and an associate consultant

OWN RESPONSIBILITY

A starting consultant gets his/her own responsibilities within the team from the beginning

INTERNATIONAL

On a regular basis we do projects in different countries or work together with international colleagues in a team

AMBASSADORSHIP

Consultants have the opportunity to work as an ambassador for 6 to 9 months at a foreign office

DISTINCTIVE CHARACTER

DIVERSE PERSONALITIES WITH A SHARED STATE OF MIND

A diverse group of people work at OC&C, mostly people with something extra

We work with a shared state of mind: we are all curious, enthusiastic, no-nonsense and open

We make sure all these “characters” can develop themselves quickly



SHARED STATE OF MIND

WE APPRECIATE EACH OTHER'S IDEAS AND POSITIONS

CURIOUS

In our work we are always curious and always looking for an explanation, preferably an unexpected one

PASSIONATE

Our people are willing to take challenges and want to achieve something

OPEN

Our people are open for different ideas, interests and opinions of others

NO NON-SENSE

We don't believe in a name or a reputation, but in real achievements

FOCUS ON INDIVIDUAL DEVELOPMENT

OPPORTUNITIES WITHIN GREATER CHINA OFFICE

OFFICE TRAINING AND MENTORING

Regular office trainings are organized to develop both hard skills and soft skills. Consultants are also provided with continuous feedback by dedicated mentors

ON-THE-JOB TRAINING

Starting consultants are intensively supported and coached by experienced team members

MBA SPONSORSHIP

OC&C Greater China sponsors experienced consultants to study at top MBA schools around the world and continues to provide them with exciting work opportunities upon completion of study

ASSOCIATE
CONSULTANT

CONSULTANT

MANAGER

ASSOCIATE
PARTNER

PARTNER

OFFER INTERNATIONAL OPPORTUNITY

EXPERIENCES OUTSIDE GREATER CHINA OFFICE

AMBASSADORSHIP

An Ambassador programme is offered to outstanding consultants, during which one will live and work as a consultant at another international office location

INTERNATIONAL TRAINING WEEK

Annually a training program at a nice international location is organised to cater to the specific development needs for consultants at different levels

SYSTEMATIC TRAINING IN LONDON

Every year systematic training programs are provided in London to consultants in Greater China office at different levels



CHICAGO



PARIS



AMSTERDAM



- Associate consultant
 - Introduction to consulting
 - Excel fundamentals
 - Strategic frameworks, etc.
- Consultants
 - Coaching & managing people
 - Influencing & leadership skills
 - Effective writing, etc.
- Manager
 - Advanced communication
 - Managing clients, etc.

INTEGRATE OFFICE

MULTIPLE BENEFITS OF A FULLY INTEGRATED OFFICE



INTEGRATED TRAINING

Attend London training programs

INTEGRATED PROJECT WORK

Form joint team with London colleagues in some projects

INTEGRATED ACTIVITIES

Join London “away weekend” every year in Europe

INTEGRATED OFFICE SUPPORT

Leverage graphic and research team in London

INTEGRATION WITH OTHER OFFICES

Develop closer collaboration with other offices, eg, US, Germany

OUR LIFE

A TYPICAL WEEK OF PROJECT LIFE OFTEN STARTS AT THE AIRPORT

Team travels to client site on Monday



REALITY IS

WE WORK, LEARN AND HAVE FUN TOGETHER



2012 INTERNATIONAL TRAINING WEEK (ITW), MILAN



ITW DESTINATIONS FOR PAST 10 YEARS

- 2006: BOSTON (USA)
- 2007: BARCELONA (SPAIN)
- 2008: BUDAPEST (HUNGARY)
- 2009: WINDSOR (UK)
- 2010: LISBON (PORTUGAL)
- 2011: CHICAGO (USA)
- 2012: LAKE MAGGIORE (ITALY)
- 2013: PRAGUE (CZECH)
- 2014: MADRID (SPAIN)
- 2015: PARIS (FRANCE)
- 2016: AMSTERDAM (NETHERLANDS)



**2016 ITW,
AMSTERDAM**



REALITY IS

WE WORK, LEARN AND HAVE FUN TOGETHER

AWAY WEEKEND, MALTA



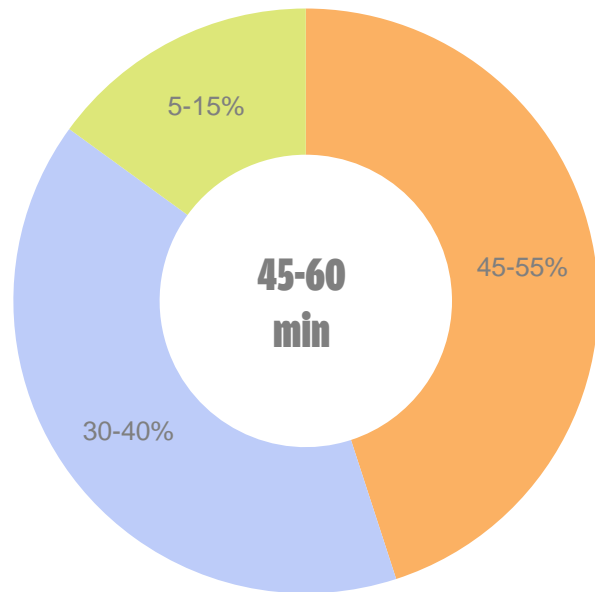
WINTER RETREAT, KOTA KINABALU



IN AN INTERVIEW

WHAT TO EXPECT

Indicative time allocation



■ Case study ■ Career aspirations ■ Question & Answer

WE ARE LOOKING FOR YOUR ABILITY TO

- STRUCTURE YOUR THINKING PROCESS
- ASK THE RIGHT QUESTIONS
- SYNTHESIZE A LARGE AMOUNT OF INFORMATION
- APPLY A SUITABLE FRAMEWORK
- USE COMMON SENSE
- SHOW YOUR CONFIDENCE

WE ARE NOT LOOKING FOR THE ACTUAL ANSWER ITSELF; IT IS MORE ABOUT HOW YOU APPROACH THE PROBLEM

APPLICATION PROCESS

HOW TO APPLY

Send your application, including both your CV to recruiting-gc@occstrategy.com

Please specify the e-mail subject as “yyyy graduates_University_Name”
(eg. 2017 graduates_University of Hong Kong_Mary Ma)

IMPORTANT DATES

Application deadline: Jun 30

Quantitative assessment: Week of Jul 10

Interview rounds: Mid-end Jul

Offer decision: Early Aug

ACT NOW

RECRUITING INFORMATION

Web: <http://www.occstrategy.com>

Email: recruiting-gc@occstrategy.com

Sina Weibo: OCC_Strategy_Consultants

HONG KONG

OC&C Strategy Consultants
2603 Golden Centre,
188 Des Voeux Road Central,
Hong Kong, Greater China
T: +852 2338 1808

SHANGHAI

OC&C Strategy Consultants
Room 3010, 30/F, SML Centre
610 Xujiahui Road, Huangpu District, Shanghai
T: +86 (21) 6031 8099

OPPORTUNITIES ACROSS OC&C OFFICES

- We are currently hiring at the following OC&C Offices:
 - Greater China (Shanghai & Hong Kong), India (Mumbai & New Delhi), London, Paris, Istanbul, Germany (Dusseldorf & Hamburg), Poland, Brazil (São Paulo & Belo Horizonte), New York
- To apply to your preferred office, please submit your application to the local office careers page via www.occstrategy.com/careers
- Fluency in the local language is essential
- You can only apply to 1 office at a time
 - Apply to your preferred office

