



# MAKE YOUR NEXT MOVE

EXPLORE YOUR CAREER OPPORTUNITIES  
WITH OC&C STRATEGY CONSULTANTS

LSE  
Mar 10<sup>th</sup>, 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**

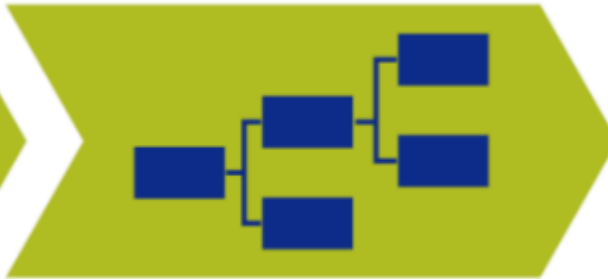
WARSAW

# 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

### DIFFERENT OPINIONS

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

### 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)

### 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

#### CHICAGO



#### PARIS



#### AMSTERDAM



### SYSTEMATIC TRAINING IN LONDON

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

- 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

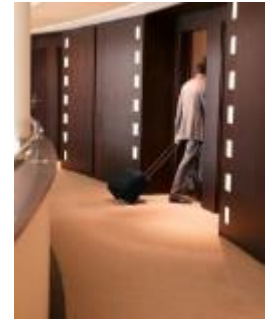
### INTEGRATION WITH OTHER OFFICES

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



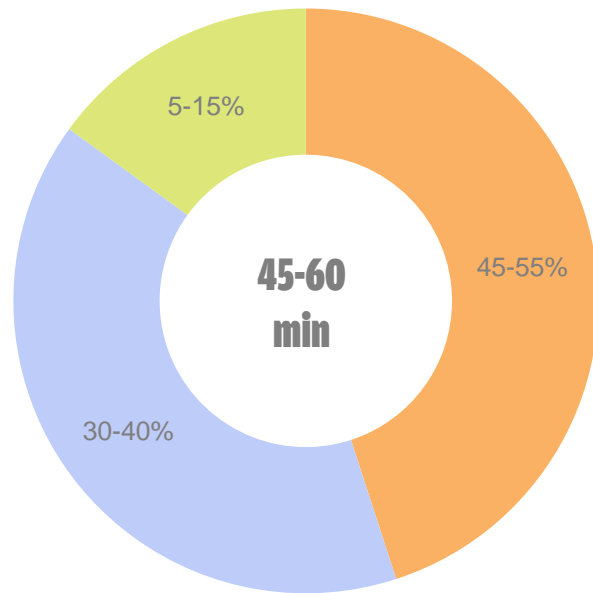
WINTER RETREAT, KOTA KINABALU



# 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](mailto: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](mailto:recruiting-gc@occstrategy.com)

Sina Weibo: OCC\_Strategy\_Consultants

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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](http://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

