195 CEIBS MBA Graduates 2013 students, including 88 from overseas, graduated on April 28th, 2013. During the recruitment season, 337 companies offered 1088 positions to the MBA students through MBA Career Development Center (CDC). Within the first three months of graduation, 90.1% of the CEIBS graduates reported employment. 19.1% of our graduates reported working outside of mainland China, and 82.1% overseas students chose to stay in Asia Pacific to pursue career advancement.

All the information and analysis enclosed in this report is based on the 193 responses (Reply Rate: 99%) collected from the MBA Graduates 2013 within 3 months of graduation.

2013年4月28日，中欧195名MBA2013届学生（其中包括88名海外学生）正式毕业。共有337家企业通过中欧MBA职业发展中心(CDC)为学生提供了1088个职位。在毕业后三个月内，90.1%的中欧毕业生顺利找到工作，其中19.1%的学生在海外就业，82.1%的海外学生选择留在亚太地区发展。

本报告数据与分析基于MBA2013届学生毕业三个月内提供的193份有效回复（回复率99%）。

Total Number of Graduates
毕业总人数
195
MBA Graduates 2013 Employment Highlights MBA2013届就业分析

90.1% Employment Rate 就业率
83.5% Career Switches (Industry, Function or Both Change) 职业转换率
87.8% Salary Increase 薪资增幅
82.1% Overseas Students Working in Asia Pacific 海外学生亚太区就业比例

On Campus Presentations 校园宣讲总数
62
65
Total Recruiting Companies 招聘公司总数
337
374
Total Job Postings 职位总数
1088
1244

1. Class Profile is based on data reported by MBA Admissions (Aug. 2011).
   学生概况统计数据是根据MBA招生办公室提供的2011年8月入学时的信息。

2. Employment rate excludes the data of those who do not respond to the survey and who do not seek employment.
   就业率不包括没有回复和不求职的学生数据。

3. Total percentage may not equal 100% due to rounding.
   由于采用舍入计算，百分比总和可能并非100%。
Profile of MBA Graduates 2013
MBA2013届学生概况

Total Enrollment 入学总人数
198

44.9% Overseas (incl. Hong Kong & Taiwan)
海外学生（包括香港和台湾）

21 Country Coverage
生源地国家数

30.3% Female
女性

640-740 Mid 80% GMAT Range
中间80%GMAT成绩区间

5.3 Average Years of Work Experience
平均工作经验

29.2 Average Age Upon Enrollment
平均入学年龄

Pre-MBA Industry 行业分布
- IT/Telecommunications 信息通讯 22.2%
- Financial Services 金融服务 19.7%
- Consulting Services 咨询 13.6%
- Industrial Products 工业品 10.6%
- Consumer Products 消费品 10.1%
- Healthcare/Biotech/Pharmaceutical 保健/生物科技/医药 4.1%
- Energy/Utilities 能源 3.5%
- Retail/Trading 零售/贸易 3.0%
- Media/Entertainment 媒体/广告 2.5%
- Non-For-Profit/Government 非盈利组织/政府机构 2.5%
- Others 其他 8.2%

Geographic Origin 生源
- Mainland China 中国大陆 55.1%
- Asia Pacific 亚太地区 21.7%
- Europe 欧洲 8.6%
- America 美洲 8.6%
- Hong Kong & Taiwan 香港和台湾 5.6%
- Africa 非洲 0.5%

Academic Background 学术背景
- Science & Engineering 理工科 48.0%
- Business & Management 商科&管理 37.4%
- Language & Arts 文科 6.1%
- Others 其他 8.5%
MBA Graduates 2013
Summer Internship Analysis
MBA2013届暑期实习分析

Industry 行业

- Financial Services 金融服务 29.1%
- Industrial Products 工业品 22.2%
- IT/Telecommunications 信息通讯 14.5%
- Consulting Services 咨询 11.1%
- Healthcare/Biotech/Pharmaceutical 保健/生物科技/医药 9.4%
- Consumer Products 消费品 6.0%
- Retail/Trading 零售/贸易 2.6%
- Others 其他 5.1%

Function 职能

- Finance/Accounting 财务/会计 27.4%
- Marketing 市场营销 25.6%
- Consulting 咨询 22.2%
- Business Development 业务拓展 6.8%
- Strategic Planning 战略计划 6.0%
- Project Management 项目管理 3.4%
- Human Resources 人力资源 2.6%
- Others 其他 6.0%

Daily Salary 日薪

Median 中值 ￥580
Range 范围 ￥70-3750
## Summer Intern Recruiters of MBA Graduates 2013

### MBA2013 届暑期实习公司

<table>
<thead>
<tr>
<th>Accenture</th>
<th>FMC</th>
<th>PwC’s PRTM Management Consulting</th>
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<tbody>
<tr>
<td>Adidas</td>
<td>GE</td>
<td>Qiming Venture Capital</td>
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<tr>
<td>ADM</td>
<td>Global Intelligence Alliance</td>
<td>Quanray Electronics</td>
</tr>
<tr>
<td>Alcatel-Lucent Shanghai Bell</td>
<td>GMO</td>
<td>Rabobank</td>
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<tr>
<td>Amphenol</td>
<td>Google</td>
<td>Razorfish</td>
</tr>
<tr>
<td>Apple</td>
<td>Grand Yangtze Capital</td>
<td>Roland Berger</td>
</tr>
<tr>
<td>BASF</td>
<td>Group Beaumanoir</td>
<td>Samsung</td>
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<tr>
<td>Bayer</td>
<td>Henkel</td>
<td>Shenyin &amp; Wanguo Securities</td>
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<tr>
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<td>HFG</td>
<td>Siemens</td>
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<tr>
<td>Blue Horizon Hospitality Group</td>
<td>Hina Group</td>
<td>Solidiance</td>
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<td>Boston Consulting Group</td>
<td>Honeywell</td>
<td>Soozar</td>
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<td>IBM</td>
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<td>iCBC-AXA</td>
<td>ThermoFisher</td>
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<td>Chengwei Capital</td>
<td>IMS Consulting</td>
<td>Thomson Reuters</td>
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<td>Infosys</td>
<td>Unilever</td>
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<td>iResearch</td>
<td>Van Eck</td>
</tr>
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<td>Chrysler</td>
<td>Jaguar Land Rover</td>
<td>Vantage Capital</td>
</tr>
<tr>
<td>CICC</td>
<td>John Deere</td>
<td>VB/Research</td>
</tr>
<tr>
<td>Citibank</td>
<td>Kailai Investmeent</td>
<td>Z-ben Advisors</td>
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<td>CITIC PE</td>
<td>Mapletree Management</td>
<td>Zhejiang Orientation Private Equity Fund</td>
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<td>Delta Capital</td>
<td>Maverlinn</td>
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<tr>
<td>Dianping</td>
<td>Medtronic</td>
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<tr>
<td>Dow Chemical</td>
<td>Mercer</td>
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<td>DPDHL</td>
<td>Methanex</td>
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<td>DuPont</td>
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<tr>
<td>Evonik Degussa</td>
<td>Orient Securities</td>
<td></td>
</tr>
<tr>
<td>Far East Horizon</td>
<td>Principal Capital</td>
<td></td>
</tr>
</tbody>
</table>

Companies in bold employed at least 2 interns

以粗体显示的公司招聘了2名及以上实习生
MBA Graduates 2013 Employment Analysis
MBA2013届就业分析

**Industry 行业**

- Financial Services 金融服务 25.6%
- IT/Telecommunications 信息通讯 23.3%
- Industrial Products 工业品 14.0%
- Consulting Services 咨询 11.6%
- Healthcare/Biotech/Pharmaceutical 保健/生物科技/医药 9.3%
- Consumer Products 消费品 6.2%
- Retail/Trading 零售/贸易 2.3%
- Real Estate 房地产 2.3%
- Others 其他 5.4%

**Function 职能**

- Finance/Accounting 财务/会计 24.8%
- Consulting 咨询 16.3%
- Marketing 市场营销 13.2%
- Sales/Sales Management 销售/销售管理 9.3%
- General Management 综合管理 8.5%
- Business Development 业务拓展 7.8%
- Strategic Planning 战略计划 4.7%
- Project Management 项目管理 3.9%
- Operations/Production 运营/生产 3.1%
- Human Recourses 人力资源 3.1%
- Others 其他 5.4%

**Job Source 工作来源**

- School Resource 学校资源 65.1%
- Personal Network 个人渠道 19.4%
- Previous Employer 原雇主 4.7%
- Headhunter/Agency 猎头/代理 2.3%
- Others 其他 8.5%

**Position 职位**

- Manager 经理 55.0%
- Professional 专业人士 19.4%
- Management Trainee 管理培训生 15.5%
- Assistant Manager 助理经理 3.9%
- Director 总监 0.8%
- GM/Vice GM 总经理/副总经理 0.8%
- Other 其他 4.7%
Job Locations

工作地点

2.4%  North and South America  美洲
     USA 美国  1.6%
     Brazil 巴西  0.8%

3.2%  Europe 欧洲
     Spain 西班牙  1.6%
     Germany 德国  0.8%
     Switzerland 瑞士  0.8%

0.8%  Africa 非洲
     South Africa 南非  0.8%

81.2% Mainland China  中国
     Shanghai 上海  62.6%
     Beijing 北京  13.2%
     Other Cities 其他城市  5.4%

12.4% Asia Pacific 其他亚太国家和地区
     Hong Kong 香港  3.1%
     Korea 韩国  2.3%
     India 印度  1.6%
     Japan 日本  1.6%
     Singapore 新加坡  1.6%
     Thailand 泰国  1.6%
     Laos 老挝  0.8%
Salary Statistics
年收入分析

Annual Salary 分类年收入(RMB)

<table>
<thead>
<tr>
<th></th>
<th>Percent</th>
<th>Median</th>
<th>Mean</th>
<th>Range</th>
</tr>
</thead>
<tbody>
<tr>
<td>All Students 全体学生</td>
<td>100.0%</td>
<td>450,000</td>
<td>473,006</td>
<td>81,000</td>
</tr>
<tr>
<td>Mainland China Students中国大陆学生</td>
<td>64.3%</td>
<td>450,000</td>
<td>462,652</td>
<td>81,000</td>
</tr>
<tr>
<td>Working in Mainland China 在中国大陆就业</td>
<td>62.7%</td>
<td>450,000</td>
<td>452,625</td>
<td>81,000</td>
</tr>
<tr>
<td>Working outside Mainland China 在海外国家及地区就业</td>
<td>1.6%</td>
<td>858,750</td>
<td>858,750</td>
<td>777,500</td>
</tr>
<tr>
<td>Overseas Students海外学生</td>
<td>35.7%</td>
<td>450,000</td>
<td>491,641</td>
<td>110,000</td>
</tr>
<tr>
<td>Working in Mainland China 在中国大陆就业</td>
<td>18.3%</td>
<td>500,000</td>
<td>500,104</td>
<td>250,000</td>
</tr>
<tr>
<td>Working outside Mainland China 在海外国家及地区就业</td>
<td>17.4%</td>
<td>445,000</td>
<td>482,794</td>
<td>110,000</td>
</tr>
</tbody>
</table>

Annual Salary Distribution 年收入分布(RMB)

- **All Students 全体学生**
  - ≤ ¥200,000 / 5.6%
  - ¥200,001 ~ ¥300,000 / 10.3%
  - ¥300,001 ~ ¥400,000 / 26.2%
  - ¥400,001 ~ ¥500,000 / 24.6%
  - ¥500,001 ~ ¥600,000 / 14.3%
  - ¥600,001 ~ ¥700,000 / 7.9%
  - ¥700,001 ~ ¥800,000 / 5.6%
  - > ¥800,000 / 5.6%

- **Mainland China Students 中国大陆学生**
  - ≤ ¥200,000 / 6.2%
  - ¥200,001 ~ ¥300,000 / 8.6%
  - ¥300,001 ~ ¥400,000 / 29.6%
  - ¥400,001 ~ ¥500,000 / 27.2%
  - ¥500,001 ~ ¥600,000 / 14.8%
  - ¥600,001 ~ ¥700,000 / 4.9%
  - ¥700,001 ~ ¥800,000 / 3.7%
  - > ¥800,000 / 4.9%

- **Overseas Students 海外学生**
  - ≤ ¥200,000 / 4.4%
  - ¥200,001 ~ ¥300,000 / 13.3%
  - ¥300,001 ~ ¥400,000 / 20.0%
  - ¥400,001 ~ ¥500,000 / 20.0%
  - ¥500,001 ~ ¥600,000 / 13.3%
  - ¥600,001 ~ ¥700,000 / 13.3%
  - ¥700,001 ~ ¥800,000 / 8.9%
  - > ¥800,000 / 6.7%
### Annual Salary Range by Industry

<table>
<thead>
<tr>
<th>Industry</th>
<th>Percent</th>
<th>25% Percentile</th>
<th>Median</th>
<th>75% Percentile</th>
<th>Mean</th>
<th>Range</th>
</tr>
</thead>
<tbody>
<tr>
<td>Financial Services</td>
<td>25.6%</td>
<td>280,000</td>
<td>350,000</td>
<td>490,000</td>
<td>394,223</td>
<td>81,000-1,000,000</td>
</tr>
<tr>
<td>IT/Telecommunications</td>
<td>23.3%</td>
<td>372,500</td>
<td>525,734</td>
<td>650,000</td>
<td>525,696</td>
<td>250,000-940,000</td>
</tr>
<tr>
<td>Industrial Products</td>
<td>14.0%</td>
<td>407,700</td>
<td>510,200</td>
<td>656,250</td>
<td>550,233</td>
<td>320,000-1,000,000</td>
</tr>
<tr>
<td>Consulting Services</td>
<td>11.6%</td>
<td>380,000</td>
<td>450,000</td>
<td>500,000</td>
<td>449,635</td>
<td>174,600-850,500</td>
</tr>
<tr>
<td>Healthcare/Biotech/Pharmaceutical</td>
<td>9.3%</td>
<td>411,000</td>
<td>467,500</td>
<td>486,620</td>
<td>453,763</td>
<td>350,000-540,000</td>
</tr>
<tr>
<td>Consumer Products</td>
<td>6.2%</td>
<td>353,750</td>
<td>400,000</td>
<td>507,500</td>
<td>479,375</td>
<td>320,000-880,000</td>
</tr>
<tr>
<td>Others</td>
<td>10.1%</td>
<td>365,000</td>
<td>400,000</td>
<td>611,250</td>
<td>473,167</td>
<td>110,000-803,000</td>
</tr>
</tbody>
</table>

(RMB)
Employers of MBA Graduates 2013

3W Fund Management
Accenture
Accommate
Adidas
Airbus
Amazon
Anheuser-Busch InBev
AstraZeneca
BASF
Bayer
Beijing Agriculture Investment
Beyondsoft
Biomerieux
BMS
Boston Consulting Group
BP
Bristol-Myers Squibb
Burberry
C.W. Downer
Canadian Solar
Cargill
Chengwei Capital
China Zhongtou Trust
ChinaPnR
CICC
CITIC PE
Citic Securities
Co-best
Credit Suisse Founder
Dell
Deloitte
Digi Electronics
Dow Chemical
DuPont
Easternbell Venture Capital
eBay
E-land
Eli Lilly
Emerging Markets Group
Everbright Asset Management
Evonik Degussa
Ford Motor
Fosun Group
GePing Tech
Grand Yangtze Capital
Grupo Delaware
Hay Group
Honeywell
HSBC
IBM
Impact Investment Exchange
IMS Consulting
IT Resources
Jaguar Land Rover
Jincheng Bank
Johnson & Johnson
Joyson Electronics
Korea Expressway
Liberty Mutual
Link2e
Longfor
Lumens
Luyuan Investment
MapleTree
Medtronic
Michelin
Microsoft
Min Sheng Tong Hui Asset Management
Montaigne Garments
Nike
Nivea
Novartis
Ping An
PwC's PRTM Management Consulting
Qiming Venture Partner
Reckitt Benckiser
Roland Berger
Samsung
Shanghai Dachen Investment
Shanghai Media Group
Siemens AG
Softbank China Venture Capital
Solidiance
Standard Chartered
TE Connectivity
Tencent
Teseq AG
Tianhua Architecture
Tyco Security
UBS Securities
Valspar
Vantage Capital
Vizury Interactive
Zalora
Zanyu Technology
Z-Ben Advisors
Zhongbao Huaan Investment
Zhongying Fund and Investment

Companies in bold employed at least 2 graduates

以粗体显示的公司招聘了2名及以上毕业生
Partnership with CEIBS

Recruit 招聘
Hire current students for summer or full-time positions. Connect with CEIBS alumni for immediate hiring needs.
招聘暑期实习生或全职雇员。向中欧校友发布即时职位。

Campus Presentation 校园宣讲
Job Posting 职位发布
Recruitment Fair 招聘会

Engage 合作
Collaborate with CEIBS faculty, students and alumni to expose and increase corporate brand awareness.
与中欧师生校友合作，扩大企业影响，提升企业品牌。

Integrated China Strategy Project/Internship 综合战略咨询项目/暑期实习
Industry/Executive Forum 行业论坛/高层管理论坛
Career Workshop 就业工作坊
Company/Campus Visit 公司拜访/中欧校园访问
Coaching Program 导师项目
Student Event Sponsorship 学生活动资助
Company Scholarship 公司奖学金

Please contact us for more information: cdc@ceibs.edu
更多合作机会，请联系我们：cdc@ceibs.edu
## Recruiting Calendar of 2013/2014

**2013/2014 招聘日历**

### First Year of MBA2015

<table>
<thead>
<tr>
<th>Event</th>
<th>Date</th>
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</thead>
<tbody>
<tr>
<td>MBA14 Summer Internship Period</td>
<td>Sep. 1</td>
</tr>
<tr>
<td>MBA15 Summer Internship Recruiting Season</td>
<td>Sep. 9</td>
</tr>
<tr>
<td>MBA14 Full-time Jobs Recruiting Season</td>
<td>Sep. 9</td>
</tr>
</tbody>
</table>

### Recruitment Activities: Key Dates

- **Career Report & Full-time Resume Book Published**
- **On-campus Company Presentation Kick-off Date**
- **Full-time Job Postings Start Date**
- **Summer Intern Job Postings Start Date**
- **Recommended Response Date to Full-time Offer**
- **CEIBS Recruiters Appreciation Cocktail**
- **CEIBS Annual Job Fair**
- **Networking Event with Headhunters**
- **MBA2014 Graduation Date**
- **MBA2015 Summer Internship Start Date**

### Second Year of MBA2014

<table>
<thead>
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<th>Event</th>
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<tr>
<td></td>
<td>Oct. 20</td>
</tr>
<tr>
<td></td>
<td>Nov. 1</td>
</tr>
<tr>
<td></td>
<td>Dec</td>
</tr>
<tr>
<td></td>
<td>Jan. 15</td>
</tr>
<tr>
<td></td>
<td>Mar</td>
</tr>
<tr>
<td></td>
<td>Apr</td>
</tr>
<tr>
<td></td>
<td>Jun</td>
</tr>
</tbody>
</table>
Profile of MBA2014
MBA2014 届学生概况

Total Enrollment 入学总人数
203

Pre-MBA Industry 行业分布
- IT/Telecommunications 信息通讯 22.2%
- Financial Services 金融服务 15.8%
- Industrial Products 工业品 11.3%
- Consulting Services 咨询 10.8%
- Consumer Products 消费品 7.9%
- Healthcare/Biotech/Pharmaceutical 保健/生物科技/医药 6.9%
- Energy/Utilities 能源 3.9%
- Non-For-Profit/Government 非盈利组织/政府机构 3.9%
- Media/Entertainment 媒体/广告 3.4%
- Retail/Trading 零售/贸易 3.0%
- Real Estate 房地产 3.0%
- Others 其他 7.9%

Overseas (incl. Hong Kong & Taiwan) 海外学生（包括香港和台湾）43.3%

Country Coverage 生源地国家数 20

Female 女性 33%

Mid 80% GMAT Range 中间80% GMAT成绩区间 640-740

Average Years of Work Experience 平均工作经验 5.7

Average Age Upon Enrollment 平均入学年龄 29.1

Geographic Origin 生源
- Mainland China 中国大陆 56.7%
- Asia Pacific 亚太地区 20.7%
- Europe 欧洲 8.9%
- Hong Kong & Taiwan 香港和台湾 7.4%
- America 美洲 6.4%

Academic Background 学术背景
- Science & Engineering 理工科 43.8%
- Business & Management 商科&管理 35.5%
- Language & Arts 文科 10.8%
- Others 其他 9.9%