180 CEIBS MBA2010 students, including 78 from overseas, graduated on April 28th, 2012. During the recruitment season, 441 companies provided 1294 positions to the MBA students through MBA Career Development Center (CDC). Within the first three months of graduation, 94.9% of the CEIBS graduates reported employment. 18% of our graduates reported working outside of mainland China, and 59% of the overseas students chose to stay in China to pursue career advancement.

All the information and analysis enclosed in this report is based on the 180 responses (Reply Rate: 100%) collected from the MBA2010 graduates within 3 months of graduation.

2012年4月28日，中欧180名MBA2010级学生（其中包括78名海外学生）正式毕业。今年共有441家企业通过中欧MBA职业发展中心（CDC）为学生提供了1294个职位。在毕业后三个月内，94.9%的中欧毕业生顺利找到工作，其中18%的学生在海外就业，59%的海外学生选择留在中国发展。

本报告中的数据与分析是基于MBA2010级学生毕业三个月内提供的180份有效回复（回复率100%）。
94.9% Employment Rate

83% Career Switches (Industry, Function or Both)

91% Salary Increase

59.2% Overseas Students Working in China

On Campus Presentations

Total Recruiting Companies

Total Posted Positions

1. Class profile is based on data reported by MBA Admissions (Aug. 2010).
2. Employment rate excludes the data of those who do not respond to the survey and who do not seek employment.
3. Total percentage may not equal 100% due to rounding.
Profile of MBA2010
MBA2010级学生概况

Total Enrollment 入学总人数
180

63.0% Male 男性

37.0% Female 女性

56.1% Mainland China 中国大陆学生

43.9% Overseas (incl. HK & TW China) 海外学生（包括香港、台湾地区）

5.4 Average Years of Work Experience 平均工作经验

29 Average Age 平均年龄

Industry 行业分布
- Financial Services 金融服务 18.9%
- Consulting Services 咨询 16.1%
- Industrial Products 工业品 15.6%
- IT/Telecommunications 信息通讯 15.0%
- Retail/Trading 零售/贸易 6.7%
- Healthcare/Biotech/Pharmaceutical 保健/生物科技/医药 4.4%
- Non-Profit Org./Government 非盈利组织/政府 4.4%
- Media/Entertainment 媒体/娱乐 3.9%
- Logistics 物流 2.8%
- Energy/Utilities 能源 2.2%
- Real Estate 房地产 1.1%
- Others 其他 8.9%

Geographic Origin 生源
- Mainland China 中国大陆 56.1%
- Europe 欧洲 15.0%
- Asia Pacific 亚太地区 13.9%
- HK & TW, China 香港和台湾 7.8%
- America 美洲 7.2%

Academic Background 学术背景
- Science & Engineering 理工科 41.1%
- Business & Management 商科&管理 39.5%
- Language & Arts 文科 11.1%
- Others 其他 8.3%
MBA2010 Summer Internship Analysis
MBA2010级学生暑期实习分析

### Industry 行业

- Financial Services 金融服务 39.2%
- Healthcare/Biotech/Pharmaceutical 保健/生物科技/医药 23.2%
- Industrial Products 工业品 14.4%
- Consulting Services 咨询 10.4%
- IT/Telecommunications 信息通讯 8.8%
- Others 其他 4.0%

### Function 职能

- Finance/Accounting 财务/会计 42.4%
- Consulting 咨询 20.8%
- Marketing 市场营销 15.2%
- Business Development 业务拓展 6.4%
- Strategic Planning 战略计划 4.0%
- Others 其他 11.2%

<table>
<thead>
<tr>
<th>Daily Salary 日平均收入</th>
<th>RMB 552</th>
</tr>
</thead>
<tbody>
<tr>
<td>Daily Median 日收入中值</td>
<td>RMB 400</td>
</tr>
</tbody>
</table>
### MBA2010 Employment Analysis

#### Industry 行业

- Financial Services 金融服务 27.8%
- Industrial Products 工业品 21.5%
- IT/Telecommunications 信息通讯 13.2%
- Healthcare/Biotech/Pharmaceutical 保健/生物科技/医药 12.5%
- Consulting Services 咨询 8.3%
- Energy/Utilities 能源 4.2%
- Consumer Products 消费品 2.8%
- Retail/Trading 零售/贸易 2.1%
- Others 其他 7.6%

#### Function 职能

- Finance/Accounting 财务/会计 31.3%
- Marketing 市场营销 16.7%
- General Management 综合管理 13.9%
- Business Development 业务拓展 11.1%
- Consulting 咨询 10.4%
- Strategic Planning 战略计划 4.9%
- Operations/Production 运营/生产 3.5%
- Sales/Sales Management 销售/销售管理 2.8%
- Project Management 项目管理 0.7%
- Others 其他 4.9%

#### Job Source 工作来源

- School Resources 学校资源 69.9%
- Personal Network 个人渠道 14.7%
- Previous Employer 前雇主 5.7%
- Headhunter/Agency 猎头/代理 1.5%
- Others 其他 8.2%

#### Position 职位

- Manager 经理 41.7%
- Management Trainee 管理培训生 23.6%
- Professional 专业人士 18.8%
- Assistant Manager 助理经理 2.8%
- Director 总监 2.1%
- Supervisor 主管 2.1%
- GM/Vice GM 总经理/副总经理 1.4%
- Other 其他 7.6%
Job Location

1.4% North and South America
- USA 美国 0.7%
- Peru 秘鲁 0.7%

6.9% Europe
- Germany 德国 2.1%
- Spain 西班牙 2.1%
- United Kingdom 英国 1.4%
- France 法国 0.7%
- Switzerland 瑞士 0.7%

81.9% Mainland China
- Shanghai 上海 54.9%
- Beijing 北京 14.6%
- Other Cities 其他城市 12.5%

9.7% Asia Pacific
- Hong Kong 香港 5.6%
- Korea 韩国 2.1%
- Singapore 新加坡 1.4%
- New Zealand 新西兰 0.7%
**SALARY STATISTICS**

年收入分析

Annual Salary by Citizenship by Job Location  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>425,000</td>
<td>462,325</td>
<td>150,000 - 1,120,000</td>
</tr>
<tr>
<td>Mainland China Students 中国大陆学生</td>
<td>62.5%</td>
<td>390,000</td>
<td>393,310</td>
<td>150,000 - 880,000</td>
</tr>
<tr>
<td>Mainland China 中国大陆</td>
<td>59.7%</td>
<td>384,000</td>
<td>383,110</td>
<td>150,000 - 880,000</td>
</tr>
<tr>
<td>Outside Mainland China 海外国家及地区</td>
<td>2.8%</td>
<td>604,000</td>
<td>594,750</td>
<td>371,000 - 800,000</td>
</tr>
<tr>
<td>Overseas Students 海外学生</td>
<td>37.5%</td>
<td>585,500</td>
<td>586,852</td>
<td>220,000 - 1,120,000</td>
</tr>
<tr>
<td>Mainland China 海外学生</td>
<td>22.2%</td>
<td>497,000</td>
<td>514,180</td>
<td>220,000 - 800,000</td>
</tr>
<tr>
<td>Outside Mainland China 海外国家及地区</td>
<td>15.3%</td>
<td>647,500</td>
<td>699,898</td>
<td>350,000 - 1,120,000</td>
</tr>
</tbody>
</table>

Annual Salary Range  年收入分布(RMB)

**All Students 全体学生**

- $\leq ¥200,000 / 3.9%$
- ¥200,001 ~ ¥300,000 / 19.4%
- ¥300,001 ~ ¥400,000 / 19.4%
- ¥400,001 ~ ¥500,000 / 24.8%
- ¥500,001 ~ ¥600,000 / 14.7%
- ¥600,001 ~ ¥700,000 / 8.5%
- ¥700,001 ~ ¥800,000 / 4.7%
- $> ¥800,000 / 4.7%$

**Mainland China Students 中国大陆学生**

- $\leq ¥200,000 / 6.0%$
- ¥200,001 ~ ¥300,000 / 25.3%
- ¥300,001 ~ ¥400,000 / 26.5%
- ¥400,001 ~ ¥500,000 / 26.5%
- ¥500,001 ~ ¥600,000 / 7.2%
- ¥600,001 ~ ¥700,000 / 4.8%
- ¥700,001 ~ ¥800,000 / 2.4%
- $> ¥800,000 / 1.2%$

**Overseas Students 海外学生**

- $\leq ¥200,000 / 0.0%$
- ¥200,001 ~ ¥300,000 / 8.7%
- ¥300,001 ~ ¥400,000 / 6.5%
- ¥400,001 ~ ¥500,000 / 21.7%
- ¥500,001 ~ ¥600,000 / 28.3%
- ¥600,001 ~ ¥700,000 / 15.2%
- ¥700,001 ~ ¥800,000 / 8.7%
- $> ¥800,000 / 10.9%$
<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>27.8%</td>
<td>250,000</td>
<td>350,000</td>
<td>500,000</td>
<td>393,581</td>
<td>180,000-935,000</td>
</tr>
<tr>
<td>Industrial Products</td>
<td>21.5%</td>
<td>370,000</td>
<td>420,000</td>
<td>546,000</td>
<td>473,396</td>
<td>288,000-800,000</td>
</tr>
<tr>
<td>IT/Telecommunications</td>
<td>13.2%</td>
<td>410,750</td>
<td>500,000</td>
<td>592,626</td>
<td>514,155</td>
<td>216,000-1,002,000</td>
</tr>
<tr>
<td>Healthcare/Biotech/Pharmaceutical</td>
<td>12.5%</td>
<td>371,000</td>
<td>420,000</td>
<td>500,000</td>
<td>431,412</td>
<td>230,000-700,000</td>
</tr>
<tr>
<td>Consulting Services</td>
<td>8.3%</td>
<td>383,000</td>
<td>480,000</td>
<td>630,000</td>
<td>546,182</td>
<td>300,000-1,060,000</td>
</tr>
<tr>
<td>Energy/Utilities</td>
<td>4.2%</td>
<td>443,750</td>
<td>575,000</td>
<td>770,000</td>
<td>609,167</td>
<td>150,000-1,120,000</td>
</tr>
<tr>
<td>Others</td>
<td>12.5%</td>
<td>435,000</td>
<td>456,000</td>
<td>536,000</td>
<td>458,300</td>
<td>210,000-597,000</td>
</tr>
</tbody>
</table>
Summer Intern Recruiters of MBA2010
MBA2010级暑期实习公司

Companies in bold employed at least 2 interns
名字为粗体的公司招聘了2名以上实习生

A.T. Kearney
Adidas
Amphenol
Anzhong Investment Management
Archer Daniels Midland Company
AstraZeneca
AVIC Commercial Aircraft Engine
Bain & Company
BASF
Bayer
BD
BNP Paribas
BNY Mellon Western
BOCI
CareVentures
CDH Investments
Changjiang Capital
CHIC Group
CIMB Investment Bank
CITIC Capital
C.W. Downer
Deloitte
Delta Capital
DHL
Dianping.com
Dow Chemical
DunAn
DuPont
Eli Lilly
Everbright Securities
Evonik Degussa
Fortis-Haitong Private Equity Fund
Fortune Capital
Google
Gouten Consulting
Guangfa Securities
GuoTai Asset Fund Management
Harvard Business Review
Harvest Fund
Henkel Investment
Hina Group
IDG
Industrial Securities
Infosys
InnoCSR
InOut TV
Johnson & Johnson Medical
Jaguar Land Rover
John Deere
JP Morgan
JRE Partners
Legend Capital
Matrix Partners
Medtronic
Morgan Stanley
MSD
Neuberger Berman
Novartis
Orient Securities
Pfizer
Phillips
Pingan Securities
Qiming Venture Partners
Redpoint Ventures
Roland Berger
Samsung
Sanofi Investment
Shanghai Mingchen Mold and Plastic Technology Company
Siemens
Solvay
Standard Chartered
STX
TE Connectivity
Tencent
Terry Art Fund
Terumo corporation
The Beijing Axis
Weixun
William Global Partners
## Employers of MBA2010 Graduates

Companies in bold employed at least 2 graduates

<table>
<thead>
<tr>
<th>A.T. Kearney</th>
<th>Deutsche Post DHL</th>
</tr>
</thead>
<tbody>
<tr>
<td>Abbott</td>
<td>Dow Chemical</td>
</tr>
<tr>
<td>Akzo Nobel</td>
<td>DunAn</td>
</tr>
<tr>
<td>ALTRAN</td>
<td>DuPont</td>
</tr>
<tr>
<td>ANZ Bank</td>
<td>Eaton</td>
</tr>
<tr>
<td>Anzhong Investment Management</td>
<td>Eli Lilly</td>
</tr>
<tr>
<td>Apple</td>
<td>Evonik Degussa</td>
</tr>
<tr>
<td>Asia Alternatives Management LLC</td>
<td>Fiat Chrysler</td>
</tr>
<tr>
<td>AstraZeneca</td>
<td>Ford</td>
</tr>
<tr>
<td>Bain &amp; Company</td>
<td>General Motors</td>
</tr>
<tr>
<td>Bank of Ningbo</td>
<td>Google</td>
</tr>
<tr>
<td>BASF</td>
<td>Hang Seng Bank</td>
</tr>
<tr>
<td>Bayer</td>
<td>Hearst</td>
</tr>
<tr>
<td>BMW</td>
<td>Henkel Investment</td>
</tr>
<tr>
<td>BNP Paribas</td>
<td>Honeywell</td>
</tr>
<tr>
<td>Bosch</td>
<td>HuaWei</td>
</tr>
<tr>
<td>C.W. Downer</td>
<td>Hui Yang Private Equity</td>
</tr>
<tr>
<td>Capelle Consulting</td>
<td>IMS</td>
</tr>
<tr>
<td>Capula Investment Management</td>
<td>INDITEX</td>
</tr>
<tr>
<td>CDH Investments</td>
<td>Industrial Securities</td>
</tr>
<tr>
<td>Changjiang Capital</td>
<td>Intel</td>
</tr>
<tr>
<td>China Energy Group</td>
<td>Jaguar Land Rover</td>
</tr>
<tr>
<td>China Everbright International Limited</td>
<td>Jianxin Capital</td>
</tr>
<tr>
<td>China Precision Technology</td>
<td>John Deere</td>
</tr>
<tr>
<td>China Resource Healthcare Group</td>
<td>Johnson &amp; Johnson</td>
</tr>
<tr>
<td>China Tea Union</td>
<td>King &amp; Wood Mallesons</td>
</tr>
<tr>
<td>Chinalco</td>
<td>Kingsound &amp; Partners</td>
</tr>
<tr>
<td>Chinalion Securities</td>
<td>Li &amp; Fung</td>
</tr>
<tr>
<td>CICC</td>
<td>Medtronic</td>
</tr>
<tr>
<td>Cisco</td>
<td>Megastar Investment</td>
</tr>
<tr>
<td>Citi</td>
<td>Merck</td>
</tr>
<tr>
<td>CITIC Capital</td>
<td>Methanex</td>
</tr>
<tr>
<td>CNG Industry Private Equity</td>
<td>Microsoft</td>
</tr>
<tr>
<td>Cowin Capital</td>
<td>Monitor Group</td>
</tr>
<tr>
<td>Credit Suisse</td>
<td>MSD</td>
</tr>
<tr>
<td>Cummins</td>
<td>Nestlé</td>
</tr>
<tr>
<td>Deloitte</td>
<td>Novozymes</td>
</tr>
<tr>
<td>Delta Capital</td>
<td>Orient Securities</td>
</tr>
<tr>
<td>Pfizer</td>
<td>Philips</td>
</tr>
<tr>
<td>Philips</td>
<td>Qiming Venture Partners</td>
</tr>
<tr>
<td>POSCO</td>
<td>Rongde Asset Management</td>
</tr>
<tr>
<td>Royal Bank of Canada</td>
<td>Saint Pierre, Brabant, Li &amp; Associates</td>
</tr>
<tr>
<td>Samsung</td>
<td>SanDisk</td>
</tr>
<tr>
<td>SanDisk</td>
<td>SAP Labs China</td>
</tr>
<tr>
<td>Schrader</td>
<td>Securiport</td>
</tr>
<tr>
<td>Shanghai Guosheng Group</td>
<td>Shanghai Macroprocess Lustration Technology</td>
</tr>
<tr>
<td>Shanghai RH Regent Investment Management</td>
<td>Share Capital</td>
</tr>
<tr>
<td>Siemens</td>
<td>Shenyin &amp; Wanguo Securities</td>
</tr>
<tr>
<td>Siemens</td>
<td>TAL Education Group</td>
</tr>
<tr>
<td>Tata</td>
<td>The Mobility House</td>
</tr>
<tr>
<td>The Mobility House</td>
<td>TMRC</td>
</tr>
<tr>
<td>Trumpf</td>
<td>Umicore</td>
</tr>
<tr>
<td>Walmart</td>
<td>Weir Power &amp; Industrial</td>
</tr>
<tr>
<td>White Horse Resources</td>
<td>Wirsol Solar Technologies</td>
</tr>
<tr>
<td>Z-Ben Advisors</td>
<td></td>
</tr>
</tbody>
</table>
Partnership with CEIBS

Recruit 招聘
Hire current students for summer or full-time positions.
Connect with CEIBS alumni for immediate hiring needs.

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.

ISP*/Internship
战略小组咨询项目/暑期实习

Industry/Executive Forum
行业论坛/高层管理论坛

Career Workshop
职业研讨会

Company/Campus Visit
公司来访/中欧校园访问

Student Event Sponsorship
学生活动资助

Company Scholarship
公司奖学金

*Integrated Strategy Project

For more information, please contact: cdc.ceibs@ceibs.edu
更多合作机会，请联系我们：cdc.ceibs@ceibs.edu
# Recruiting Calendar of 2012/2013

## 2012/2013 招聘日历

### First Year of MBA2012

<table>
<thead>
<tr>
<th>Event</th>
<th>Date</th>
</tr>
</thead>
<tbody>
<tr>
<td>MBA11 Summer Internship Period</td>
<td>Aug. 2012</td>
</tr>
<tr>
<td>MBA12 Summer Internship Recruiting Season</td>
<td>Oct. 2012</td>
</tr>
<tr>
<td>MBA11 Full-time Jobs Recruiting Season</td>
<td>Nov. 2012</td>
</tr>
</tbody>
</table>

### Second Year of MBA2011

<table>
<thead>
<tr>
<th>Event</th>
<th>Date</th>
</tr>
</thead>
<tbody>
<tr>
<td>Career Report &amp; Full-time Resume Book Published</td>
<td>Sept. 1</td>
</tr>
<tr>
<td>On-campus Company Presentation Kick-off Date</td>
<td>Sept. 10</td>
</tr>
<tr>
<td>Full-time Job Postings Start Date</td>
<td>Sept. 10</td>
</tr>
<tr>
<td>Summer Intern Job Postings Start Date</td>
<td>Oct. 10</td>
</tr>
<tr>
<td>Recommended Response Date to Full-time Offer</td>
<td>Nov. 1</td>
</tr>
<tr>
<td>CEIBS Recruiters Appreciation Cocktail</td>
<td>Dec.</td>
</tr>
<tr>
<td>CEIBS Annual Job Fair</td>
<td>Jan. 16</td>
</tr>
<tr>
<td>Networking Event with Headhunters</td>
<td>Mar.</td>
</tr>
<tr>
<td>MBA2011 Commencement</td>
<td>Apr.</td>
</tr>
</tbody>
</table>
Profile of MBA2011
MBA2011级学生概况

Total Enrollment 入学总人数
198

69.7%  Male 男性

30.3%  Female 女性

55.1%  Mainland China 中国大陆学生

44.9%  Overseas (incl. HK & TW China) 海外学生（包括香港、台湾地区）

5.3  Average Years of Work Experience 平均工作经验

29.2  Average Age 平均年龄

Industry 行业
- 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%
- Others 其他 16.2%

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%
- HK & TW, China 香港和台湾 5.6%
- America 美洲 8.6%
- 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 8.6%