On April 27, 2014, a total of 189 students graduated from CEIBS. Among them were 82 overseas students. During the recruitment season, some 340 companies offered a total of 1087 opportunities to the School’s MBA students via the Career Development Center (CDC). Within three months after graduation, 95.6% of the graduates reported having received at least one offer and 91.9% accepted the offer. Based on CDC statistics, 16.8% of graduates are working outside mainland China and 77.1% of the overseas students remained in the Asia Pacific Region.

All the information and analysis enclosed in this report is based on 189 responses (response rate: 100%) received from the MBA students who graduated in 2014 in the 3 months following graduation.

2014年4月27日，189名MBA2014届学生正式毕业，其中82名海外学生。共340家企业通过职业发展中心（CDC）提供了1087个招聘职位。毕业后三个月内，95.6%的毕业生收到至少一份工作邀约，91.9%的毕业生与企业签约。在所有毕业生中，海外就业占16.8%。77.1%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MBA2014届学生提供的189份有效回复，回复率100%。
MBA 2014 Employment Highlights

95.6%  Job Offer Received
91.9%  Job Offer Accepted Rate
74.4%  Career Switches (Industry, Function or Both Change)
95.5%  Salary Increase
77.1%  Overseas Students Working in Asia Pacific

On Campus Presentations: 68 73
Total Recruiting Companies: 340 403
Total Job Postings: 1087 1324

1. Class Profile is based on data reported by MBA Admissions (Jul. 2012). 学生情况统计数据是根据MBA招生办公室提供的2012年7月入学时的信息。
2. 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 MBA2014
MBA2014届学生概况

Total Enrollment 入学总人数
203

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

20 Places of Origin
生源国家及地区数

33% Female
女性

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

5.7 Average Years of Work Experience
平均工作经验

29.1 Average Age upon Enrollment
平均入学年龄

Pre-MBA Industry 行业分布
- Technology 科技 22.2%
- Finance 金融 15.8%
- Manufacturing 制造业 11.3%
- Consulting 咨询 10.8%
- Consumer Products 消费品 7.8%
- Pharmaceutical/Biotechnology/Healthcare Products 医药/生物科技/保健 6.9%
- Petroleum/Energy 能源 3.9%
- Non-Profit Org. 非盈利组织 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 7.8%

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 6.3%

Academic Background 学科背景
- 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%
MBA2014 Summer Internship Analysis

Industry

22.3%

- Finance 金融 22.3%
- Pharmaceutical/Biotechnology/Healthcare Products 医药/生物科技/保健 22.3%
- Manufacturing 制造业 20.0%
- Consumer Products 消费品 11.5%
- Consulting 咨询 8.5%
- Technology 科技 6.2%
- Media/Entertainment 媒体/广告 3.1%
- Retail/Trading 零售/贸易 3.1%
- Real Estate 房地产 0.8%
- Others 其他 2.2%

Function

23.1%

- Finance/Accounting 财务/会计 23.1%
- Consulting 咨询 20.8%
- Marketing 市场营销 17.7%
- Strategic Planning 战略规划 11.4%
- Business Development 业务拓展 10.7%
- Project Management 项目管理 6.2%
- Operations/Production 运营/生产 3.1%
- Sales/Sales Management 销售/销售管理 3.1%
- Human Resources 人力资源 0.8%
- Others 其他 3.1%

Mid 80% Daily Salary/Allowance Range

中间80%日薪/补贴区间

范围 ¥100 - 600
<table>
<thead>
<tr>
<th>Summer Intern Recruiters of MBA2014 MBA2014届暑期实习公司</th>
</tr>
</thead>
<tbody>
<tr>
<td><strong>A</strong> 263</td>
</tr>
<tr>
<td>AB-InBev</td>
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<tr>
<td>Adidas *</td>
</tr>
<tr>
<td>Amazon</td>
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<tr>
<td>Amphenol *</td>
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<td>Analogic Medical Equipment *</td>
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<td>Autoliv *</td>
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<td><strong>B</strong> Bayer *</td>
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<td>Boston Consulting Group</td>
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<td>Beko *</td>
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<td><strong>C</strong> Cargill</td>
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<td>Cathay Capital</td>
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<td>Cheil China</td>
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<td>China Bridge International</td>
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<td>China Culture Industrial Investment Fund *</td>
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<td>China Guangfa Bank</td>
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<td>China Jiangou Trust</td>
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<td>Chrysler</td>
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<td>Corning *</td>
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<td><strong>D</strong> Dalton Investments</td>
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<td>DDI</td>
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<td>Dealguru Holdings</td>
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<td>DealShop</td>
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<td>Deloitte</td>
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<tr>
<td>Delta Capital</td>
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<td>Dianping.com</td>
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<td>Double Helix</td>
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<td>Dow Chemical</td>
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<td>DuPont **</td>
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<td><strong>E</strong> Eastman *</td>
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<td>Ecolab</td>
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<td>Eli Lilly *</td>
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<td>Ernst Young</td>
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<td><strong>F</strong> Fiat Chrysler</td>
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<td>Fontainburg</td>
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<td>Fortune China</td>
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<td>Fosun Group *</td>
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<td>GSK</td>
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<tr>
<td>Guotai Junan Securities</td>
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<tr>
<td><strong>H</strong> Hay Group *</td>
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<tr>
<td>IDG Capital Partners *</td>
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<tr>
<td>IMS Consulting</td>
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<tr>
<td>Infineon</td>
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<tr>
<td>Intel</td>
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<td><strong>J</strong> Jaguar Land Rover</td>
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<td><strong>K</strong> KaVo Sybron *</td>
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<td>KKM Capital</td>
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<td><strong>L</strong> Lezare</td>
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<tr>
<td>Lindeman Asia Investment</td>
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<td>Link2e *</td>
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<td>L'Oreal</td>
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<td><strong>M</strong> McKinsey</td>
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<td>Mercer LLC</td>
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<td><strong>N</strong> Monitor Deloitte</td>
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<td><strong>O</strong> Nike</td>
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<td>Norican Group</td>
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<td>Novartis **</td>
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<td><strong>P</strong> OSRAM AG</td>
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<td>Consulting</td>
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<td>Ping An Insurance</td>
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<td><strong>S</strong> Reckitt Benckiser *</td>
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<tr>
<td>Roche **</td>
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<tr>
<td><strong>T</strong> Samsung</td>
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<tr>
<td>Samsung Life Insurance</td>
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<td>SBI</td>
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<tr>
<td>SCI</td>
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<tr>
<td><strong>U</strong> SF Partners</td>
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<tr>
<td>Shanghai Disney Resort</td>
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<tr>
<td>Shanghai Pudong Development Bank</td>
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<tr>
<td>Shanghai Silk Group</td>
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<td>Shenying Wanguo Securities</td>
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<tr>
<td>SMG *</td>
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<tr>
<td>Softbank China Venture Capital</td>
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<tr>
<td>Synopsys</td>
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<tr>
<td><strong>V</strong> United Technologies *</td>
</tr>
<tr>
<td><strong>Y</strong> Youyouu Global</td>
</tr>
</tbody>
</table>

* Companies employed at least 2 interns ** Companies employed at least 5 interns

* 公司招聘了2名或以上实习生 ** 公司招聘了5名或以上实习生
MBA2014 Employment Analysis

Industry 行业

21.9%

- Finance 金融 21.9%
- Manufacturing 制造业 17.5%
- Technology 科技 16.1%
- Pharmaceutical/Biotechnology/Healthcare Products 医药/生物科技/保健 13.9%
- Consulting 咨询 6.6%
- Consumer Products 消费品 6.6%
- Non-Profit Org. 非营利组织 5.1%
- Retail/Trading 零售/贸易 4.4%
- Real Estate 房地产 3.6%
- Others 其他 4.3%

Function 职能

25.0%

- Finance/Accounting 财务/会计 25.0%
- Marketing 市场营销 19.9%
- General Management 综合管理 13.2%
- Business Development 业务拓展 11.0%
- Consulting 咨询 8.8%
- Sales/Sales Management 销售/销售管理 5.9%
- Strategic Planning 战略规划 5.1%
- Project Management 项目管理 5.1%
- IT 信息技术 2.2%
- Others 其他 3.8%

Job Source 工作来源

65.4%

- School Resource 学校资源 65.4%
- Personal Network 个人渠道 22.0%
- Previous Employer 原雇主 3.0%
- Headhunter/Agency 猎头/代理 2.2%
- Others 其他 7.4%

Position 職位

50.0%

- Manager 经理 50.0%
- Professional 专业人士 14.7%
- Management Trainee 管理培训生 14.7%
- Assistant Manager 助理经理 8.1%
- Director 总监 4.4%
- GM/Vice GM 总经理/副总经理 3.7%
- Other 其他 4.4%
Job Locations

1.5% 
North and South America
USA 美国

6.5% 
Europe
UK 英国
Spain 西班牙
Germany 德国
Netherlands 荷兰

83.2% 
Mainland China
中国大陆
Shanghai 上海
Beijing 北京
Other Cities 其他城市

8.8% 
Asia Pacific
其他亚太国家和地区
Hong Kong 香港
Korea 韩国
India 印度
Singapore 新加坡
# Salary Statistics

### Annual Base Salary 基本工资 (RMB)

<table>
<thead>
<tr>
<th></th>
<th>Percent 百分比</th>
<th>Median 中位数</th>
<th>Range 范围</th>
</tr>
</thead>
<tbody>
<tr>
<td>All Students 全体学生</td>
<td>100.0%</td>
<td>387,000</td>
<td>100,000 ~ 1,200,000</td>
</tr>
<tr>
<td>Mainland China Students 中国大陆学生</td>
<td>66.4%</td>
<td>360,000</td>
<td>100,000 ~ 700,000</td>
</tr>
<tr>
<td>Working in Mainland China 中国大陆就业</td>
<td>64.8%</td>
<td>360,000</td>
<td>100,000 ~ 700,000</td>
</tr>
<tr>
<td>Working outside Mainland China 海外国家及地区就业</td>
<td>1.6%</td>
<td>625,000</td>
<td>600,000 ~ 650,000</td>
</tr>
<tr>
<td>Overseas Students 海外学生</td>
<td>33.6%</td>
<td>440,000</td>
<td>240,000 ~ 1,200,000</td>
</tr>
<tr>
<td>Working in Mainland China 中国大陆就业</td>
<td>18.8%</td>
<td>385,000</td>
<td>240,000 ~ 770,000</td>
</tr>
<tr>
<td>Working outside Mainland China 海外国家及地区就业</td>
<td>14.8%</td>
<td>540,800</td>
<td>245,000 ~ 1,200,000</td>
</tr>
</tbody>
</table>

### Other Guaranteed Compensation 其他固定收入 (RMB)

<table>
<thead>
<tr>
<th></th>
<th>Percent 百分比</th>
<th>Median 中位数</th>
<th>Range 范围</th>
</tr>
</thead>
<tbody>
<tr>
<td>All Students 全体学生</td>
<td>100.0%</td>
<td>88,500</td>
<td>0 ~ 313,864</td>
</tr>
<tr>
<td>Mainland China Students 中国大陆学生</td>
<td>66.4%</td>
<td>80,000</td>
<td>0 ~ 313,864</td>
</tr>
<tr>
<td>Working in Mainland China 中国大陆就业</td>
<td>64.8%</td>
<td>80,000</td>
<td>0 ~ 313,864</td>
</tr>
<tr>
<td>Working outside Mainland China 海外国家及地区就业</td>
<td>1.6%</td>
<td>NA</td>
<td>NA</td>
</tr>
<tr>
<td>Overseas Students 海外学生</td>
<td>33.6%</td>
<td>100,000</td>
<td>0 ~ 300,000</td>
</tr>
<tr>
<td>Working in Mainland China 中国大陆就业</td>
<td>18.8%</td>
<td>100,000</td>
<td>0 ~ 300,000</td>
</tr>
<tr>
<td>Working outside Mainland China 海外国家及地区就业</td>
<td>14.8%</td>
<td>95,336</td>
<td>0 ~ 300,000</td>
</tr>
</tbody>
</table>

### Annual Guaranteed Cash Range by Industry 行业分类年收入 (RMB)

<table>
<thead>
<tr>
<th>Industry</th>
<th>Percent 百分比</th>
<th>Median 中位数</th>
<th>Range 范围</th>
</tr>
</thead>
<tbody>
<tr>
<td>Finance 金融</td>
<td>21.9%</td>
<td>460,000</td>
<td>100,000 ~ 1,200,000</td>
</tr>
<tr>
<td>Manufacturing 制造业</td>
<td>17.5%</td>
<td>490,000</td>
<td>350,000 ~ 920,000</td>
</tr>
<tr>
<td>Technology 科技</td>
<td>16.1%</td>
<td>458,000</td>
<td>300,000 ~ 1,100,000</td>
</tr>
<tr>
<td>Pharmaceutical/Biotechnology/Healthcare Products 医药/生物科技/保健</td>
<td>13.9%</td>
<td>493,000</td>
<td>400,000 ~ 750,000</td>
</tr>
<tr>
<td>Consulting 咨询</td>
<td>6.6%</td>
<td>576,000</td>
<td>325,000 ~ 959,450</td>
</tr>
<tr>
<td>Consumer Products 消费品</td>
<td>6.6%</td>
<td>450,000</td>
<td>380,000 ~ 675,000</td>
</tr>
<tr>
<td>Non-Profit Org. 非营利组织</td>
<td>5.1%</td>
<td>350,000</td>
<td>240,000 ~ 520,000</td>
</tr>
<tr>
<td>Retail/Trading 零售/贸易</td>
<td>4.4%</td>
<td>385,475</td>
<td>120,000 ~ 717,000</td>
</tr>
<tr>
<td>Real Estate 房地产</td>
<td>3.6%</td>
<td>880,000</td>
<td>400,000 ~ 1,000,000</td>
</tr>
<tr>
<td>Others 其他</td>
<td>4.3%</td>
<td>420,000</td>
<td>320,000 ~ 835,000</td>
</tr>
</tbody>
</table>
Annual Guaranteed Cash Distribution  年收入分布 (RMB)

All Students 全体学生

- 3.1% ≤ ¥200,000
- 3.1% ¥200,001 - ¥300,000
- 25.0% ¥300,001 - ¥400,000
- 31.4% ¥400,001 - ¥500,000
- 19.5% ¥500,001 - ¥600,000
- 7.0% ¥600,001 - ¥700,000
- 3.1% ¥700,001 - ¥800,000
- 7.8% > ¥800,000

Mainland China Students 中国大陆学生

- 4.7% ≤ ¥200,000
- 3.5% ¥200,001 - ¥300,000
- 30.6% ¥300,001 - ¥400,000
- 28.4% ¥400,001 - ¥500,000
- 20.0% ¥500,001 - ¥600,000
- 8.2% ¥600,001 - ¥700,000
- 1.2% ¥700,001 - ¥800,000
- 2.6% > ¥800,000

Overseas Students 海外学生

- 23% ¥200,001 - ¥300,000
- 14.0% ¥300,001 - ¥400,000
- 18.4% ¥400,001 - ¥500,000
- 18.6% ¥500,001 - ¥600,000
- 18.6% ¥600,001 - ¥700,000
- 7.0% ¥700,001 - ¥800,000
- 4.7% ¥800,001 - ¥900,000
- 18.6% > ¥900,000
## Employers of MBA2014

### MBA2014届毕业生雇主

<table>
<thead>
<tr>
<th>A</th>
<th>B</th>
<th>C</th>
<th>D</th>
<th>E</th>
<th>F</th>
<th>G</th>
<th>H</th>
<th>I</th>
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<th>K</th>
<th>L</th>
<th>M</th>
<th>N</th>
</tr>
</thead>
<tbody>
<tr>
<td>Abbott</td>
<td>Akzo Nobel</td>
<td>Aistorn</td>
<td>Amazon</td>
<td>ANZ</td>
<td>AstraZeneca</td>
<td>Fosun Group</td>
<td>Freitag &amp; Co.</td>
<td>GE</td>
<td>Greenland Holding Group</td>
<td>Haier</td>
<td>Hay Group</td>
<td>HCD Learning</td>
<td>HS Ad</td>
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</tr>
</tbody>
</table>

* Companies employed at least 2 graduates
** Companies employed at least 5 graduates

* 公司招聘了2名或以上毕业生
** 公司招聘了5名或以上毕业生
Partnership with CEIBS
合作中欧

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

---

Online Resume Access
线上简历访问

---

Direct Contact with Students
直接联系学生

---

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
职业发展工作坊

---

Company/Campus Visit
公司拜访/中欧校园访问

---

Coaching Program
导师项目

---

Student Event Sponsorship
学生活动赞助

---

Company Scholarship
公司奖学金

---

Please contact us for more information: cdc@ceibs.edu
更多信息，请联系我们：cdc@ceibs.edu
## Recruiting Calendar of 2014/2015

### 2014/2015 招聘日历

### First Year of MBA2016

|----------|------|------|------|------|------|-----------|------|------|------|-----|-----|

### MBA2015 Summer Internship Period

### MBA2016 Summer Internship Recruiting Season

### MBA2015 Full-time Jobs Recruiting Season

### Recruitment Activities: Key Dates

- Career Report & Full-time Resume Book Published
  - **Sep. 1**
- On-campus Company Presentation Kick-off Date
  - **Sep. 9**
- Full-time Job Postings Start Date
  - **Sep. 9**
- Summer Intern Job Postings Start Date
  - **Sep. 9**
- Recommended Response Date to Full-time Offer
  - **Nov. 1**
- CEIBS Annual Job Fair
  - **Jan. 21**
- Networking Event with Headhunters
  - **Mar.**
- MBA2015 Graduation Date
  - **Apr. 26**
- CEIBS Recruiters Appreciation Workshop
  - **May**
- MBA2016 Summer Internship Start Date
  - **Jun. 22**
Profile of MBA2015
MBA2015届学生概况

Total Enrollment 入学总人数
192

35% Overseas (Incl. Hong Kong & Taiwan)
海外学生（包括香港和台湾）

21 Places of Origin
生源国家及地区数

43% Female 女性

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

5.5 Average Years of Work Experience
平均工作经验

29.1 Average Age Upon Enrollment
平均入学年龄

Pre-MBA Industry 行业分布

- Technology 科技 20.8%
- Finance 金融 14.1%
- Manufacturing 制造业 13.0%
- Consulting 咨询 10.9%
- Consumer Products 消费品 8.9%
- Pharmaceutical/Biotechnology/Healthcare Products 医药/生物科技/保健 5.3%
- Non-Profit Org. 非营利组织 5.3%
- Retail/Trading 零售/贸易 5.3%
- Petroleum/Energy 能源 4.2%
- Media/Entertainment 媒体/广告 3.2%
- Real Estate 房地产 3.2%
- Others 其他 5.8%

Geographic Origin 生源

- Mainland China 中国大陆 64.8%
- Asia Pacific 亚太地区 15.6%
- Europe 欧洲 8.0%
- Hong Kong & Taiwan 香港和台湾 7.3%
- America 美洲 4.5%

Academic Background 学科背景

- Science & Engineering 理工科 40.6%
- Business & Management 商科&管理 34.9%
- Language & Arts 文科 12.5%
- Others 其他 12.0%