

HKNOG 5.0

ROBERT WALTERS HONG KONG

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ROBERT WALTERS

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ABOUT ROBERT WALTERS



ROBERT WALTERS

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- Established in 1985 by Robert Walters, Chief Executive
- One of the leading international professional recruitment consultancies in the world
- Specialises in permanent, contract, temporary and interim recruitment
- Listed as a PLC on the London Stock Exchange since 2000
- Robert Walters employs over 3,000 staff globally in 28 countries
- Recruits across all industry sectors and at all levels of seniority
- Manages the career of the highest calibre candidates from junior to senior level

OUR GLOBAL PRESENCE



OUR GLOBAL PRESENCE

CHINA
BEIJING
HONG KONG
SHANGHAI
SUZHOU



TAIWAN
TAIPEI

OUR DISCIPLINES IN HONG KONG

ACCOUNTING & FINANCE

**BANKING & FINANCIAL
SERVICES**

HUMAN RESOURCES

INFORMATION TECHNOLOGY

LEGAL & COMPLIANCE

SALES & MARKETING

**SECRETARIAL &
BUSINESS SUPPORT**

**SUPPLY CHAIN, LOGISTIC
& PROCUREMENT**



THE BIG PICTURE ON OUR ECONOMY

GLOBAL ECONOMY

Ranking	2010		2020	
	Country	GDP (I\$ million)	Country	GDP (I\$ million)
1.	USA	14,802,081	China	28,124,970
2.	China	9,711,244	USA	22,644,910
3.	Japan	4,267,492	India	10,225,943
4.	India	3,912,991	Japan	6,196,979
5.	Germany	2,861,117	Russia	4,326,987
6.	Russia	2,211,755	Germany	3,981,033
7.	United Kingdom	2,183,277	Brazil	3,868,813
8.	France	2,154,399	United Kingdom	3,360,442
9.	Brazil	2,138,888	France	3,214,921
10.	Italy	1,767,120	Mexico	2,838,722

Source: Euromonitor International from IMF, International Financial Statistics and World Economic Outlook/UN/national statistics

WORLD ECONOMIC OUTLOOK IN 2010 & 2020

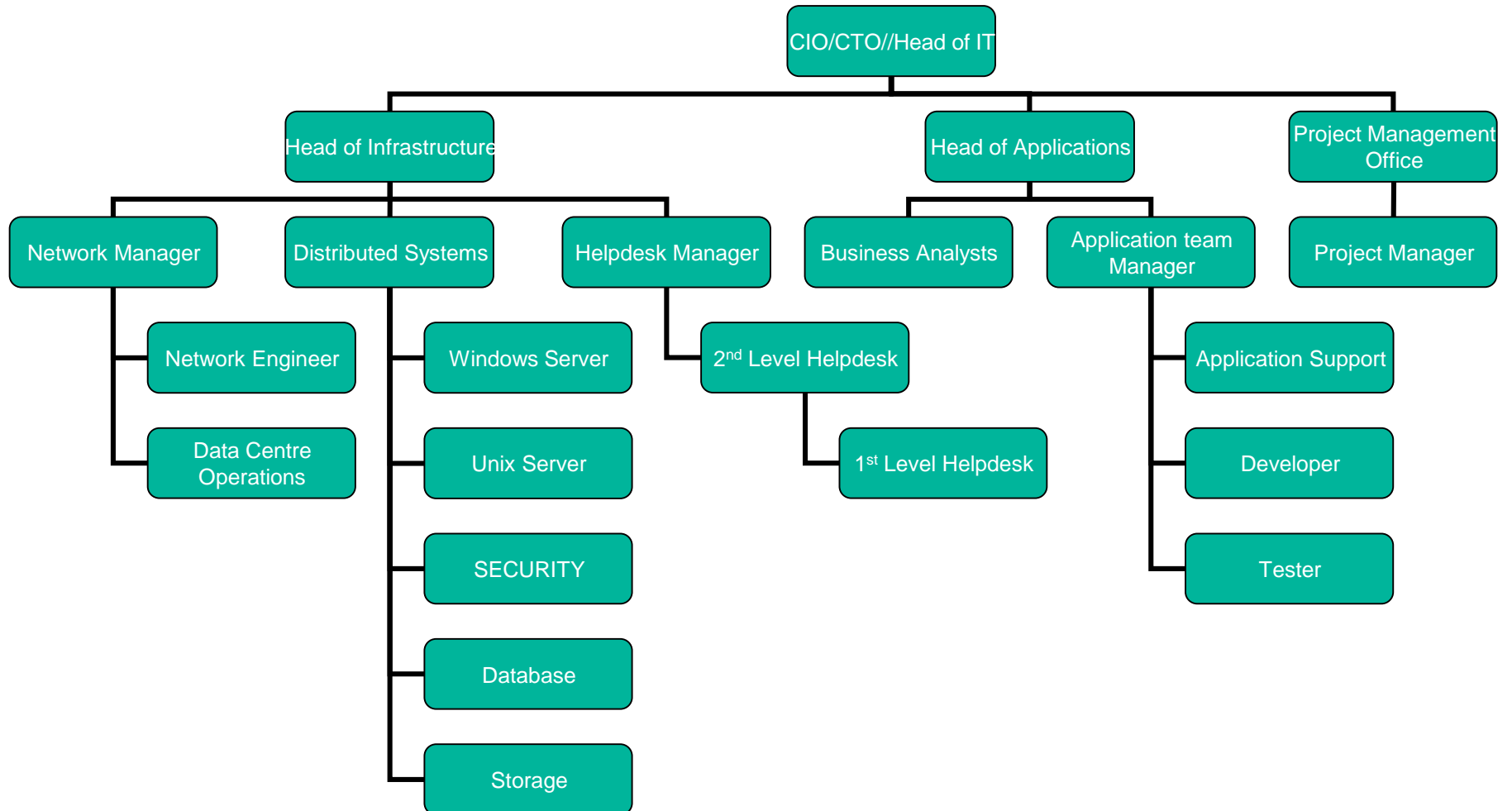
- China's share in world total GDP in PPP (Purchasing Power Parity) terms has increased from 7.1% in 2000 to 13.3% in 2010. By 2020, it will reach 20.7%. China will overtake the USA to become the world's largest economy as early as 2017.
- This means China is offering a variety of facilities to attract capital investments from multinational and international organizations.
- Continued heavy demand for talented, qualified, Chinese speaking professionals with relevant market and industry experience.

THE GREATER CHINA IT MARKET

- High demand within technology and e-Commerce sectors
- Job vacancies rose by 25% across digital and Fintech industries
- Banking & financial services firms invested more in tech-savvy professionals
- Skills under spotlights: Cloud, big data & internet finance

CAREER OPTIONS

IT STRUCTURE



THE TECHNICAL PATH

Position: Network Architect

Duties:

- Plan & design service platform
- Provide consultation as subject matter expert
- Prepare technical document and solution design

Experience gained:

- Network infrastructure design

THE TEAM MANAGEMENT PATH

Position: Network Manager

Duties:

- Supervise a team of network engineers
- Implement and maintain network infrastructure
- Handle procurement and manage stakeholders

Experience gained:

- People management and network support

THE PROJECT MANAGEMENT PATH

Position: Project Manager

Duties:

- Manage relevant project stakeholders & vendors
- Control project scopes such as budget and schedule
- Monitor the delivery of project

Experience gained: •Project Management experience

WHICH PATH?

- **Project Manager**
 - Are you good at multi-tasking?
 - Can you manage resources and schedule well?
- **Network Manager**
 - Are you a “people” person / do you enjoy supervising others?
 - Can you provide clear career path and position your staff to success?
- **Network Architect**
 - Are you technically proficient enough to oversee the architecture design?
 - Are you comfortable working within vendor environment?

CAREER PLANNING

REVERSE PLANNING

IT ISN'T ABOUT YOUR NEXT JOB BUT THE ONE AFTER

What do you want to be in 5 years? (Job duties)

What do you have to do to get there? (Company)

What do you need to stand out from the crowd?
(Credential/Network)

Think in reverse!

3 KEY FACTORS ON QUALITY OF CV

Company

Determines your exposure (i.e. MNC?)

Duration

Indicates your stability and loyalty

Specialty

Measures your level of expertise on each area

IMPROVING YOUR COMMUNICATION SKILLS

- Network actively - Attend seminars and join different IT communities (i.e. LinkedIn Group, HKNOG)
- Improve your credentials - Obtain additional qualifications and certificates to improve your skills and marketability (i.e. CCIE)
- Meet with a recruitment consultant - Learn how to improve your interview skills and earn some career advice (i.e. CV writing)
- Increase your job market exposure - attend interviews to gain experience and increase your network

IMPORTANCE OF NETWORKING

People buy people

Business people do business with those they like and trust.

It's not about who you know.... But who knows you!

The best branding opportunity is to put a face to your proposition.

So what are the other tangible benefits?

Establish your business contacts & get “tapped in” to your community

Facilitate long term relationships

Create a referral network – 3rd party network growth (e.g. LinkedIn)

POST-GRADUATE QUALIFICATION?

(Falsely) Expectation?

- A HUGE pay rise
- A career jump from Manager to Director
- An advantage over all those without one

Costs vs Benefits

An MBA isn't a ticket to success. An MBA is a supplement – it helps enhance skills and experience already gained and/or it helps broaden your management expertise and commercial foundation..... and your network!

CONTACT US



ROBERT WALTERS

CONTACT US



Kelvin Lau

Position

Manager, Robert Walters

Discipline

Technology

Qualifications

Bachelor of Commerce & Finance, University of Toronto

Specialization

Kelvin specializes in senior level recruitment of IT positions in Commercial, Banking, IT & Telecommunication sectors in Hong Kong

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For other career advice, visit: www.robertwalters.com.hk

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THANK YOU



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