



# Management Consultancy

Hong Kong is a regional management consultancy centre. There are approximately 3,800 consultancy firms based in Hong Kong. Professional business planning and corporate management have become increasingly important for firms to overcome day-to-day challenges and to prepare themselves to face both local and incoming competition.

Despite the various challenges, the business of management consulting has shown unusual resiliency largely because Hong Kong remains Asia's international financial capital. The finance industry, with some 250 banks, investment houses and related services, generates numerous opportunities for management consulting in the field's core disciplines including corporate strategy, organisational structure, finance management, information technology and product development.

The management consulting industry provides a wide range of services. They can be broadly classified into six sectors, namely, general management, financial management, marketing management, production management, human resources management and information technology management.

Some of the leading management consulting companies in Hong Kong are KPMG Advisory Ltd, McKinsey & Company, Accenture Company Limited and Deloitte Consulting (HK) Ltd. As Hong Kong continues to develop into a service-based economy, there is an increasing need for more effective support personnel. Indeed, there are career opportunities in both the private and public sectors in this field.

### POSITIONS

In private corporations, graduates generally start as business management trainees. Actual job titles vary from firm to firm, but the duties are usually the same, i.e. helping the business manager or consultant in a wide variety of tasks. Promotion to this position is the next step on this career path.





Trainees usually handle all the routine organisational and administrative management, as well as any special projects that may be assigned. Their duties can be as varied as those of the executives they work for. The Civil Service also offers possibilities for those interested in the area of administration and management.

## **EDUCATION & REQUIREMENTS**

Graduates of business administration, finance and marketing have an advantage when applying for jobs in this field. Those studying languages, particularly English and Chinese, are also highly valued. The Asia Pacific Management Institute Hong Kong also offers a programme in management consultancy.

Graduates should also have good interpersonal and presentation skills. Being outgoing, attentive, conscientious and reliable are also important. In the Civil Service, the vacancy rate for administrative officers is low and a graduate must have a first- or second-class honours degree to apply.

## **SALARY & BENEFITS**

Graduates can earn around \$10,000-\$13,000 a month as trainees, with salary increases upon promotion.

## **FURTHER INFORMATION**

For further information, contact the Management Consultancies Association of Hong Kong at:

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