

QUINLAN & ASSOCIATES

FINANCIAL STRATEGY AND CONSULTING CHALLENGE

Calling all finance enthusiasts and problem solvers! Want a chance to showcase your critical thinking abilities, demonstrate your creative flair, and construct practical recommendations to real-world problems? If so, then we have a **challenge** for you!

The financial world is in a constant state of flux, and it is imperative for undergraduates to understand the intricacies of this change and the drivers involved. As financial markets become increasingly interconnected to almost every other sector, there is a growing need for students to understand many of the developments that are currently taking place.

A QUICK PEEK AT THE CHALLENGE: CHINESE BANKS – NEXT STEPS

In recent years, Chinese banks truly have proven themselves – they are now among the largest banks in the world by market capitalisation and balance sheet size, and are considerably larger, in many respects, than the well-established Western ‘global banks’. Should Chinese banks, therefore, be looking to become truly global?

The challenge may revolve around understanding the rationale behind the current strategies of top-tier Chinese banks, as well as designing new strategies that explore the stay in China vs. expand offshore dilemma, including associated opportunities and threats.

Details of the full challenge, including information on specific deliverables, logistics, and submission details, will be released to interested candidates once applications are sent in and processed.

WHO CAN JOIN

Undergraduate students (**expecting to graduate in the year of 2019, 2020, or 2021**) from the following universities are eligible to apply:

- **The University of Hong Kong**
- **The Chinese University of Hong Kong**
- **The Hong Kong University of Science and Technology**

The competition does not place restrictions on major choice or discipline. We encourage students with a keen interest in the financial world and/or management consulting, as well as individuals that enjoy problem solving, to apply.

Interested students must form **teams of three to four students**, and teams can be composed of any mix of major, year-group, and university (in accordance with the year-groups and universities mentioned above).

WHY YOU SHOULD JOIN

The challenge provides you with a chance to win a number of prizes:

- An exclusive networking opportunity with Quinlan & Associates consultants and previous summer analysts;
- An invitation to an exclusive dinner with Quinlan & Associates Partners; and
- A final round interview at Quinlan & Associates for a 2018 Summer Analyst position

In addition to tangible benefits, the competition hopes to:

- Foster your creativity and critical thinking abilities;
- Empower you with a platform to share your thoughts and opinions;
- Allow you to gain practical skills and experience such as presentation, team-work, and professional communication with industry experts, consultants, and thought leaders;
- Help build your network, connecting you with other top-performing and like-minded students from across Hong Kong; and
- Provide you with an opportunity to engage in experiential learning and application outside the classroom

TIMELINE



HOW YOU CAN JOIN

Every team will need a **team name** (between one to three words) and has to **allocate one person to act as the team leader** – this individual will be designated as the key contact point for the team.

In order to participate as a competing team in the challenge, team leaders will be required to email Mr. Hugo Cheng at careers@quinlanandassociates.com with subject line “Q&A Challenge Application: (Team Name) from (Abbreviated University Name)”. The email should consist of the names, primary email addresses, majors, year levels, universities, and CVs of all members. All fellow team members must also be CCed in the email. Please ensure all attached CVs are in PDF format.

The deadline for applications is at 11:59pm, on Friday, the 29th of September, 2017.



WHO WE ARE

Quinlan & Associates is an independent strategy consulting firm specialising in the financial services industry.

We are the first firm to offer end-to-end strategy consulting services. From strategy formulation to execution, to ongoing reporting and communications, we translate cutting-edge advice into commercially executable solutions.

With our team of top-tier financial service and strategy consulting professionals and our global network of alliance partners, we give you the most up-to-date industry insights from around the world, putting you an essential step ahead of your competitors.

Quinlan & Associates. Strategy with a Difference.