

five years of experience can expect to earn HK\$350,000 annually. Employees from top business schools with two years in corporate finance can command more than HK\$500,000 annually.

Aggressive job seekers make contacts in the industry, approach banks directly and register with the top recruitment agencies. Banks do not have to advertise for most positions since they can recruit internally or chose from the many prospective employees who approach them first. Networking is very important in banking and finance since it is a very close community in Hong Kong.

## SALES AND MARKETING

There is great demand for jobs in consumer and industrial sales and marketing, particularly in businesses that do trade with China. Jobs in this area place great emphasis on the ability to speak Cantonese and Mandarin and familiarity with Chinese markets and business practices.

Non-Cantonese speakers are at a disadvantage, but those with specialized knowledge and experience (for example with chemicals or pharmaceuticals) have the best prospects. As well, local hotels often hire native English speakers to deal with clients and others in the industry.

New graduates who cannot speak Cantonese will find it difficult to find a job in this area. Their best prospects would be to target companies that sell products in North America.

An employee with little or no experience can expect to earn HK\$120,000 to HK\$150,000 annually. Someone with 10 years of good experience in the China market can expect HK\$650,000 to HK\$800,000 annually.

In the future, most analysts agree that the best job prospects will relate to Asia-Pacific markets.

## ENGINEERING/ ARCHITECTURE

Since there is great demand for engineers, architects and draftsmen, job seekers in these areas can usually find work in less than one month. Even with the great demand, hiring from overseas is rare.

Civil engineering is the most buoyant at the moment, and will continue over the

next few years, given the tunnelling, bridge construction and reclamation work related to the new airport. There is also a great deal of high-rise residential and commercial building.

Engineers and architects must have a university degree and be professionally qualified in their home country. Cantonese and Mandarin language ability is an advantage, especially with the extensive construction and building in China. Drafters require a technical diploma and autocad or intergraph experience.

Salaries vary widely, depending on experience. A qualified engineer with five years of experience can expect to earn between HK\$10,000 to HK\$35,000 monthly. A good drafter can expect to be paid HK\$22,000 to HK\$24,000 monthly.



## TEACHERS

Prospects for teachers in Hong Kong are quite good, both in the international schools and the local Anglo-Chinese schools where the language of instruction is in English. Most schools look for employees with teaching degrees or certificates. Although most jobs are available starting in September, vacancies arise year round. Many schools do their advertising for teaching positions in January and February and hiring is usually completed by the end of June.

Some of the Canadian curriculum schools recruit locally or through one of the international job fairs held in Canada. One of the first fairs of the year is at Queen's University in late January.

If you're interested in working for one of the international schools, write to them directly with a résumé. You can get a list of the more than dozen international schools in the Yellow Pages of the Hong Kong phone book. Make sure to follow up later with a phone call or a visit. Although it is always best to be available for an interview in Hong Kong, some

schools may arrange an interview over the telephone or in person through a Canadian recruiter if you are well-qualified.

Salaries are comparable to those in Canada, with a teacher with two years of experience earning approximately HK\$18,000 monthly. Some schools provide flights home and housing allowances, or a gratuity of around 25 per cent at the end of a two-year contract.

If you get a job in Hong Kong, make sure that you bring your original Canadian teaching certificate, degrees or diplomas, transcripts, evaluations and testimonials which may be required for registration with the Hong Kong education department.

## LAWYERS

Demand for Canadian lawyers (or lawyers qualified in the United States or United Kingdom) is declining, while demand for Cantonese or Mandarin speaking lawyers is increasing. In recent years, foreign lawyers have also faced growing competition for jobs from Hong Kong-trained lawyers.

However, there are still opportunities for Canadian lawyers in Hong Kong. Since the legal profession in Hong Kong tends to be highly specialized, a Canadian lawyer with just the right experience who can fill a particular need has good job prospects.

For newly qualified Canadian lawyers with no experience and no Chinese language skills, the prospects are not strong.

Recruitment firms in Hong Kong specializing in placing lawyers can provide further information on market trends, positions available and current salaries. Jobs are also advertised in the circulars of the Law Society of Hong Kong, the local professional journals and, occasionally, in the newspapers.

The best results, though, come through direct contact with law firms, corporations and lawyers in Hong Kong. Personal connections and introductions are invaluable assets and patience and persistence will be required. Ultimately, it is essential that anyone interested in practising law in Hong Kong come out and make the rounds.