



Askivy: Thank you for answering a few questions on your job despite your busy schedule. Could you please describe what your typical day look like as a junior M&A banker in Hong Kong?

Normally, I get in the office around 9-10am. First things are usually some conference calls or revising the deck or model sent out last night based on the latest comments. In the afternoon, we normally need to do more client facing work, like requesting information from clients for a live deal or some due diligence related questions. Time after dinner are more discretionary period for us, when we can focus on some long-term work like modelling or working on presentations.

Askivy: What are the main difference in working in NYC, London and HK?

Compared to peers in the UK or the US, since HK has relatively smaller junior resources, it is very common for juniors in HK to be involved in a lot of modelling stuff in their first year and join important client meetings. In addition, in a lot of teams, juniors also need to learn how to work without supervision very quickly since associates here need to take more client coverage work than UK or US. However, the bad thing is that juniors here don't really have time to go deeply into each piece of work. Our comps set or financial models are usually simplified version compared to those used in the UK or US.

Based on my experience, hours in general are worse in London and HK than NYC in the US since NYC has much more juniors to support the heavy lifting. In addition, the culture in London and NYC values working-life balance more compared to Hong Kong.

Askivy: What you have enjoyed most and least so far?

What I enjoyed most is the training. Teammates are willing to take time to teach you how to do things properly and quickly. It is very quick to accumulate industry knowledge and technical skills in banking. What I enjoy the least is that sometimes, you don't have time to deepen your knowledge of certain areas of finance because the team is always fully occupied by chasing different opportunities at the same time.

Askivy: What are the key differences in recruitment process in HK compared to NYC and London?

I think the biggest difference is that you don't need to network for jobs in HK. It is a pretty standard online application process.

AskIvy: are the opportunities being dominated by native Chinese speakers?

Mandarin is a must to know in M&A or Corporate Finance divisions in HK. Almost 90% of junior bankers in HK are Chinese. Non-Chinese employees usually work in sales and trading or product team like ECM/leveraged finance.

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