



Billy Ma – HEC MBA 2007 graduate

Specialized tracks that build transferable skills

I'm currently working for ArcelorMittal in Changsha, which is in Hunan province, China. I work in Hunan Valin, one of their joint ventures, and my role here is looking at the sales and finance functions and trying to add value. I have a background in finance, which is very helpful in terms of learning the business and applying my skills to hands-on experience. At HEC, I followed the Entrepreneurship track. My courses taught me how to make a business plan and also how to create value, which is very applicable to what I'm doing now: looking into the areas where I can really add value in my job.

MBA training that opens doors to new careers

This was a major career change for me, as I didn't have much previous experience in financial control. I also don't have a background in steel production, so everything is new. I was impressed by ArcelorMittal's openness to considering MBA candidates from a variety of different backgrounds. I got to meet with the CEO of ArcelorMittal China and also the VP of Global M&A for the last round interview. They were very open minded with regard to MBA graduates. I believe it's because HEC has such a strong reputation, and such good relations with ArcelorMittal.

An ideal base to explore Europe

I'm originally from Taiwan, and I did my undergraduate degree in Toronto, Canada. I worked in Toronto for three years then moved to Shanghai, before starting my MBA. One of HEC's main attractions for me was the possibility it offered to travel around Europe. I took full advantage of HEC's location, and traveled a lot with exchange students to various cities in Europe. Paris was a great base for me to explore Europe. I was also attracted by the opportunity to develop two powerful networks in parallel, by pursuing a dual degree. I started my MBA at the Chinese University of Hong Kong and did my fundamental core courses there. Participating in the dual degree program between CUHK and HEC provided an excellent experience in terms of broadening my horizons and my network.

Dual degrees and ongoing career support

When considering a dual degree, you should really consider where you want to work in the future: if you plan to work in Asia, it's wise to choose an Asian school. For me, it definitely gave a great return, because I got my current job through HEC Careers Service. HEC Careers Service keeps in touch with recent alums, sending various job postings with interesting opportunities for us to apply. The careers staff also works as a mediator, transferring our CVs to their contacts at leading international companies and helping us to secure interviews.