



Don Nelson Recruitment Limited
唐尼爾森人力資源有限公司

Hong Kong | Shenzhen | Taiwan

Agenda

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About Don Nelson

In light of our heartfelt belief that quality comes first, **Don Nelson** was established in 2014.

Don Nelson was derived from the desire breaking out the traditional framework of KPI driven mode. We are committed to offer customized and trusted services to our clients, our business partners. To us, each placement is never just a figure on report or a KPI to chase after. Pouring heart and spending time to observe, listen, understand and search, we are proud to provide the best recruitment consultation service and finest talent matching experience to our clients and candidates.

Problems are common, but attitude makes difference. That's why **Don Nelson** is unique.

We believe that great success would come along only by providing helpful hands and value-added solutions to corporations and individuals. We aimed to serve the best. We do more than recruitment.

This is **Don Nelson**.



Our Vision

To provide the best recruitment consultation services and finest talent matching experience.

Our Missions

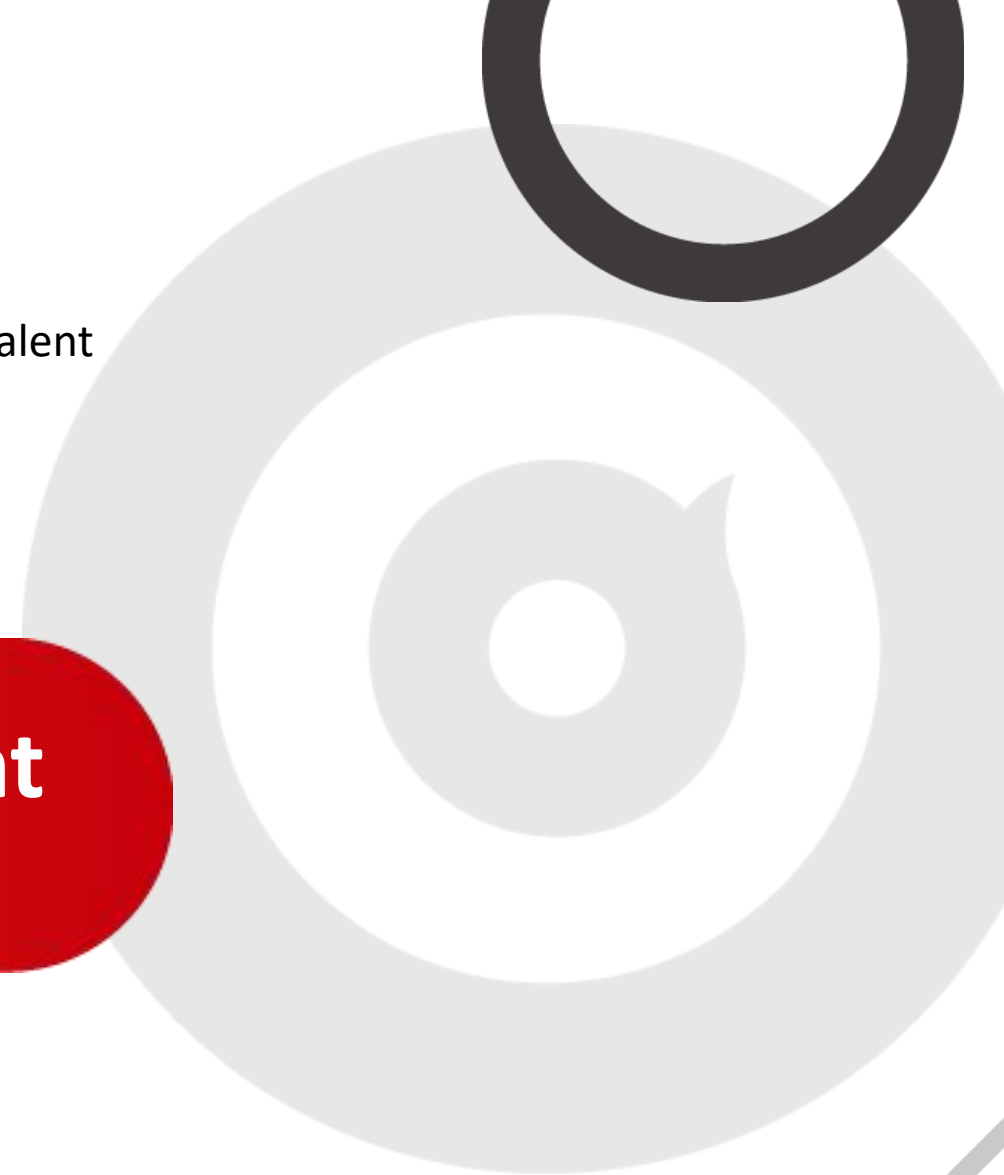
We Do More Than Recruitment

We Serve • We Focus • We Care

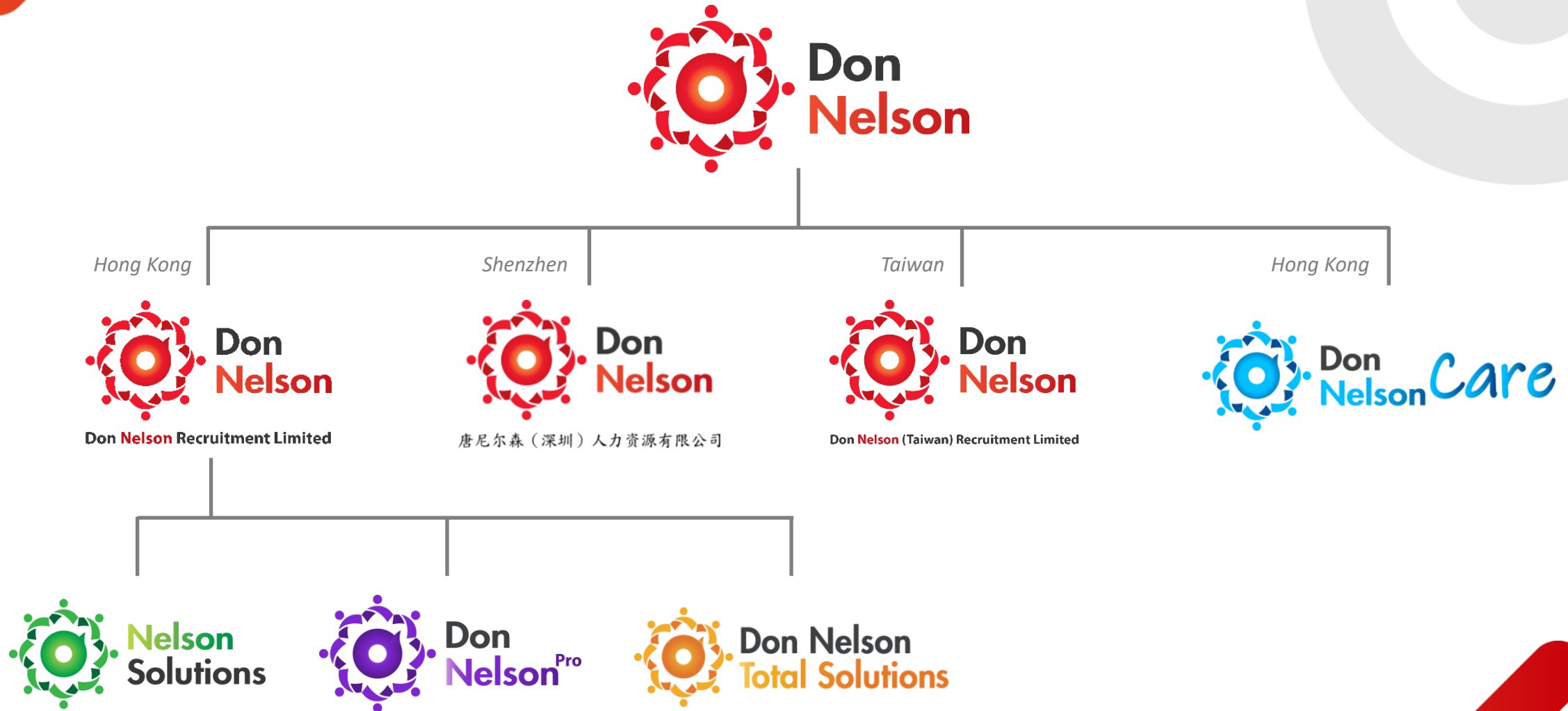
We **SERVE** with faith, trust and passion

We **FOCUS** on listening, understanding and communicating

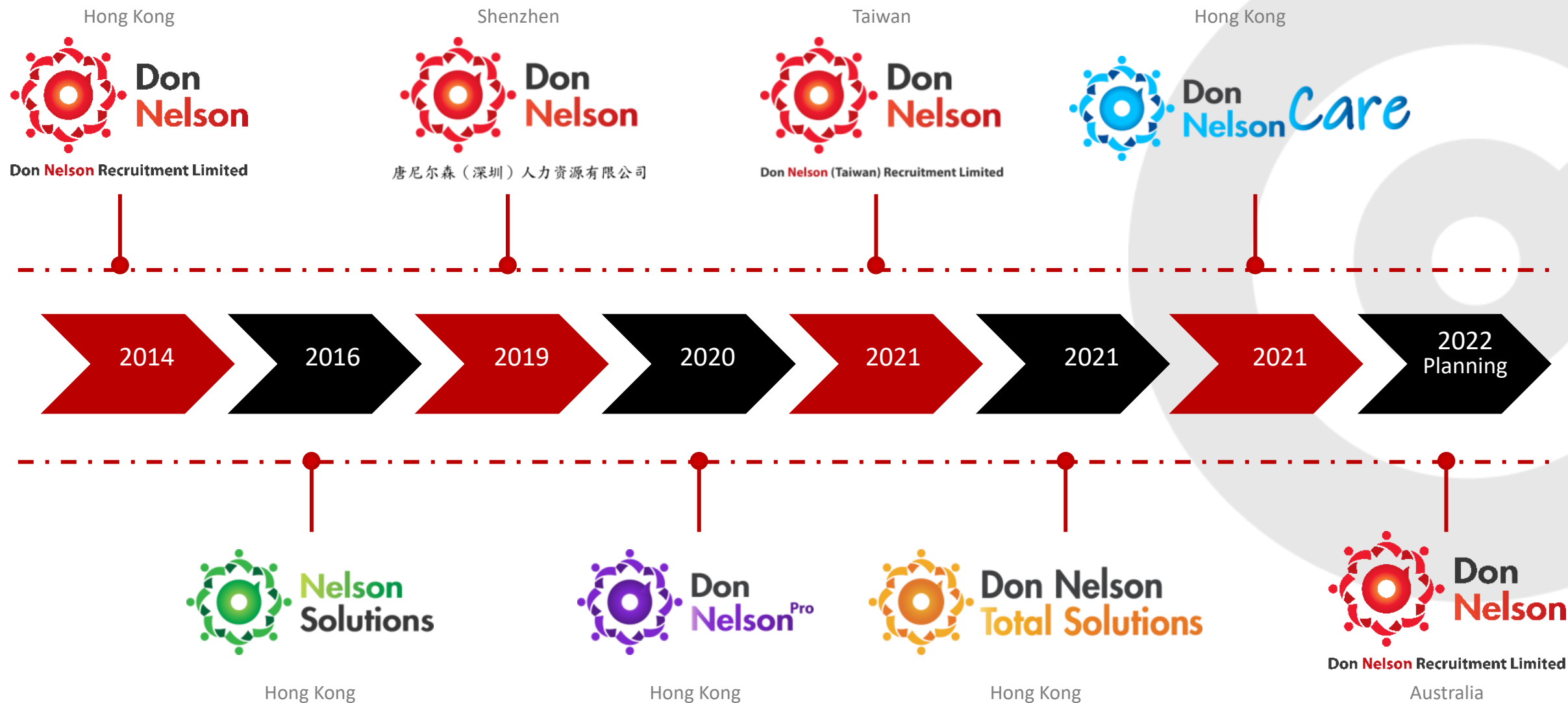
We **CARE** about everyone's needs and the development of individuals



Our Structure



Our Milestones



Our Brand



Don Nelson (DN) is our flag-ship recruitment brand. We offer a full spectrum of comprehensive Human Resources service solutions with a high level of integrity and trust. This is the fundamental principle of our presence. We serve as a mutual communicator and facilitator among our customers and our candidates. While fulfilling high degree of satisfaction by soliciting right talents and professionals for our customers, we are capable to enrich the life of candidates by identifying them more challenging and rewarding career opportunities. We deliver our most sincere support and kind assistance to the parties who desire to speed up their hiring process as well as minimize the cost of workforce.

We do more than recruitment.



Nelson Solutions (NS) acts as a support arm to **Don Nelson**, offers a broad range of services. We place great emphasis on a fast, accurate and professional manner towards our business partners and job seekers.

Our Brand



In light of the rapid growing and development of the Innovative & Technology world, resulting the high demand of IT professionals appearing at the employment market, **Don Nelson** has established a new brand engaging high-tech talents recruitment - **Don Nelson Pro**. Its key objective is to act as a bridge between Technology companies and Doctoral candidates identifying talent professionals matching.



Don Nelson Total Solutions (DNTS) which is a subsidiary, wholly owned by **Don Nelson**. It serves as our powerful corporate arm on providing a total business solutions and professional support to our clients. **DNTS** offers a full range of comprehensive services to assist our business partners on every aspect in terms of HR & administrative function for organization development.



Don Nelson Care is a non-profit-making organization powered by **Don Nelson**. Since the establishment of our company, we have laid down our mission of the commitment supporting our young generations, college and university students and our future masters. Offering our helpful hands for those needed in the area of youth employment & development, career talks, job fairs & workshop, training & development and internship programs.

Our Management Team

Wayne Cheng

Managing Director / Founder

- Vice Chairman of “Guangdong-Hong Kong-Macao Greater Bay Area Youth Society” & Chairman of the Employment Development Committee
- Vice Chairman of Greater Bay Area HR & Management Executives Association
- Vice Chairman of HK Association of Youth Development - Eastern District
- “Advisory Committee on Graduate Employment” by HK Baptist University
- PRC Tianjin Beichen District Youth Federation – Hong Kong & Macao member
- Outstanding Entrepreneur of Human Resources Service Industry 2020
- Business Strategy Coach & Trainers Association - Registered Professional Business Coach (PBC42013152)
- Coordinate more than 40 career talks & workshops for various Colleges and Universities during the period of 2017 – 2021
- Provide Start-up coaching services for over 10 University Entrepreneurial Teams
- Coordinate Cross-border Summer Internship Programmes among Universities in Hong Kong
- **Don Nelson Care** Limited is established in 2021

Audrey Ho

Senior Manager, Team Head of Commercial Sector

- Possess more than 20 years of HR & sales management experience in Recruitment & Hospitality field
- Served as a Branch Manager at an international recruitment company for 14 years with solid exposure managing a team of 10+ consultants
- Acted as a Human Resources Manager at Sir Elly Kadoorie & Sons Limited
- Worked & stationed in Beijing, Malaysia and Thailand on performing business development, sales staff training as well as managing day-to-day operations

Betsy Lee

Manager, Team Head of Banking & Finance Sector

- Possess 10 years of in-house recruitment experience in Top-tier Banking Groups
- Accomplish solid recruitment practices and in-depth industry knowledge within banking & finance sector
- Equipped with strong understanding on banking structure, career development and salary index in the capacity of Retail Banking and Commercial Banking
- Acquired sound proven track record of leading major mass talent acquisition projects for Call Centre of large global banking clients
- Ranked as a Top biller of **Don Nelson** HK Office in 2018 & 2019

Our Management Team

Kennes Lo

Senior Manager, Team Head of Construction & Engineering Sector Greater Bay Area

- Possess over 17 years of recruitment experience in Engineering field with focus on Building Construction & Civil projects as well as Manufacturing & Engineering sector
- Come across as a dedicate specialist performing mainly on the recruitment of Middle to C-level positions for Construction industry
- Seized well experience & industry know-how of the requirements for China, Hong Kong and Macau Construction projects
- Acquired broad social network in Construction field in the Greater Bay Area
- Retain up-to-market connections among the major listed property developers, contractors and engineering consultants in the Greater Bay Area

KP Chui

Manager , Team Head of IT & Telecommunications Sector

- Possess 14 years of recruitment experience in IT & Telecommunications sector
- Served as Management Executives of major IT industry players, i.e. IBM & HP; retain wide social network in IT field
- Position as a veteran IT&T Recruitment Consultant and Business Leader in the region of Hong Kong & the Greater China
- Strong in professional consultancy skills covering executive search, business development, account management, negotiation and professional services
- Specializes in emerging technology i.e. AI, blockchain, cyber security, data science, enterprise application, RPA, IoT and IT/telecom infrastructure, etc

Our Management Team

Edwin Tian

General Manager – Shenzhen office

- Possess more than 20 years of sales management / general management experience in Recruitment and Logistics field
- Worked for prestigious multinational companies such as Spring Professional, Manpower, UPS and Maersk previously
- Served hundreds of clients covering a portfolio of famous MNCs and New start-up firms in the Mainland China
- Very passionate about recruitment industry and constantly receive compliments from the customers, candidates and work peers



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Kenny Lam

Branch Manager – Taiwan Office

- Possess a Bachelor of Business Administration with Honours (first class) in GBSM from City University of HK, Nanjing University and University of Kent
- Obtain extensive experience in the capacity of HR Services covering Talent Acquisition & Selection, Staff Coaching & Development and Career Consultation, etc
- Proficient in performing recruitment services for the sectors of Banking & Finance, Construction & Engineering and Information Technology
- Familiar with the recruitment industry trend of Taiwan market; providing and customizing a total HR solutions service to our valuable clients

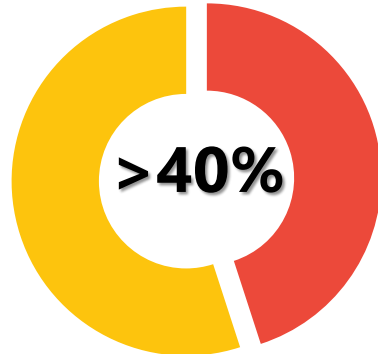


Don Nelson (Taiwan) Recruitment Limited

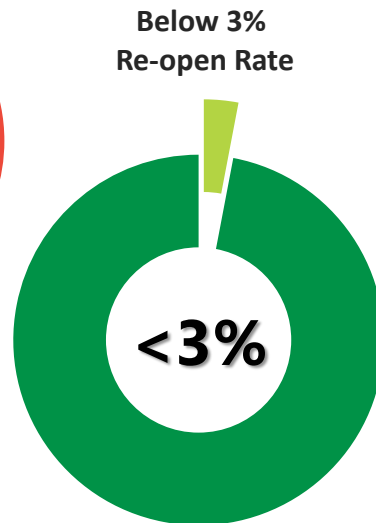
Why Don Nelson

Diversified & Competitive Database with

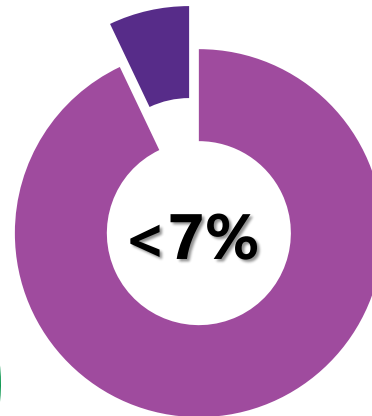
- **200,000+** Candidate Profiles
- Advanced Searching Engine



Over 40%
Interview-to-Offer
Successful
Conversion Rate



Below 3%
Re-open Rate



Below 7%
Internal
Turnover Rate

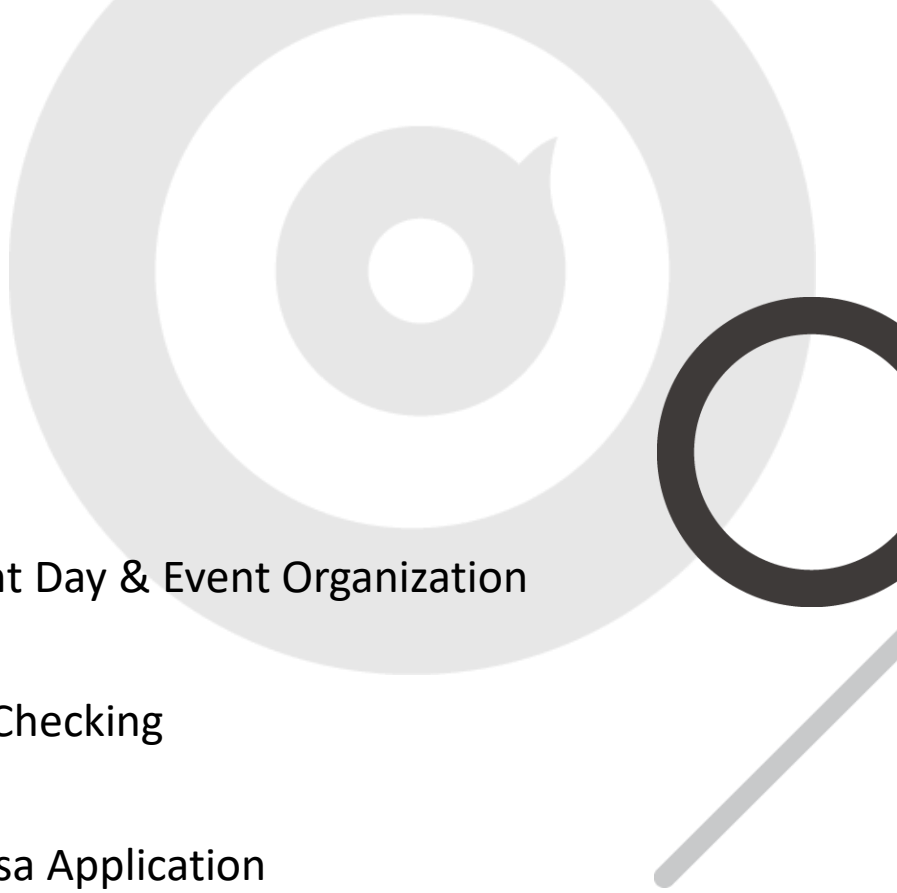
Your Reliable & Trustworthy Partner

- 25+ Experienced Professional Consultants
- Extensive & Up-to-date Knowledge in Employment Trends
- High Standard of Integrity & Trust
- Our Average Response Time – Within 72 Hours



Our Services

-  Executive Headhunt
 -  Retained Assignments
 -  Contingent Recruitment
 -  Mass Volume Recruitment
 -  Secondment and Outsourcing Services
 -  Temporary / Contracting Staff
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-  Recruitment Day & Event Organization
 -  Reference Checking
 -  Working Visa Application
 -  Corporation Training & Team Building
 -  Employee Outplacement Services
 -  HR Consultancy & HRIS Consulting

Our Specialization

Engineering, Construction & Property Sector

- Building Construction & Property Management
 - Civil & Façade • Architectural
- Design & Structural • Quantity Surveying
 - E&M • BIM • ELV, BMS

IT & Telecom Sector

- IT Infrastructure • CLOUD
- Software Applications (ERP/CRM)
 - AI/ RPA/ IoT • Data Analytics
 - Telecommunications

Banking & Finance Sector

- Retail Banking • Commercial Banking • Private Banking
 - SFC Licensed corporations • Asset Management
 - FinTech • Insurance • Telemarketing

Commercial Sector

- HR & Admin • Finance & Accounting • Legal & Compliance
- Healthcare & Pharmaceutical • Supply Chain & Logistics
 - Merchandising & Retailing • Digital & e-Commerce
 - Customer Services • Sales & Marketing

Our Clients

HSBC 滙豐

恒生銀行
HANG SENG BANK

太古地產
SWIRE PROPERTIES

香港浸會大學
HONG KONG BAPTIST UNIVERSITY



VTC

AXA 安盛

FWD 富衛

瑞安集團
SHUI ON GROUP

PCCW®
電訊盈科

CHEVALIER
其士集團
CHEVALIER GROUP

香港寬頻
HONG KONG
BROADBAND NETWORK

中國移動
China Mobile

Gammon

watsons 屈臣氏

Honeywell

Jardines Panasonic

中國建築國際集團有限公司
CHINA STATE CONSTRUCTION INTERNATIONAL HOLDINGS LIMITED

ZF 仁孚

大新銀行
DAH SING BANK

HILTI Chubb

五礦地產有限公司
MINMETALS LAND LIMITED

華僑永亨銀行
OCBC WING HANG

FUJITSU

GreenTomato

PuraPharm

Our Successful Cases

IT & Telecommunication

- ◆ Cyber Security VP of a listed Telecom firm
- ◆ Technical Director of a start-up Fintech company
- ◆ CTO of a Listed Software service provider

Commercial

- ◆ CFO of a Fortune 500 medical devices manufacturer
- ◆ HR Director of a listed FMCG firm
- ◆ Sales Director of a MNC company

Banking & Finance

- ◆ Compliance VP of a MNC Private Bank
- ◆ Personal Loan VP of a listed bank
- ◆ Relationship Director of a listed bank

Mass Volume Recruitment

- ◆ Recruitment of 120+ staffs for customer centre of a listed bank in 2018
- ◆ Recruitment of 200+ staffs for call centre of a listed telecom company in 2019
- ◆ Recruitment of 30+ sales associates for a luxury retail brand group within 6 months

Engineering, Construction & Property

- ◆ Project Director of a Property Developer
- ◆ Commercial Director of a MNC engineering consultancy company
- ◆ Regional GM of a property management group

Outsourcing & Payroll

- ◆ Technician outsourcing with 80+ headcounts
- ◆ Telesales outsourcing with 100+ headcounts
- ◆ Customer Services outsourcing with 200+ headcounts



Our Award



2020 Ctgoodjobs 5th “Best HR Awards”

- Recruitment Agency of the Year (Platinum) Winner

2019 HR Vendor of the Year

- Best Recruitment Firm - Engineering, Property, Construction – Exclusive Distinction
- Best Recruitment Firm - Candidate Engagement – Silver Award
- Best Recruitment Firm - Technology, Telecommunications, Fintech Sector – Silver Award
- Best Recruitment Firm - Banking and Financial Services – Silver Award
- Best Recruitment Firm - Best New Recruitment Solution Provider – Finalist

2019 Asia Recruitment Award

- Best Out placement Service – Bronze Award
- Best Recruitment Innovation Recruitment Agency – Bronze Award

2018 HR Vendor of the Year

- Best Recruitment Firm - Technology, Telecommunications, Fintech Sector – Gold Award
- Best Recruitment Firm - Candidate Engagement – Silver Award
- Best Recruitment Firm - Best New Recruitment Solution Provider – Bronze Award
- Best Recruitment Firm - Engineering, Property, Construction – Finalist
- Best Recruitment Firm - Banking and Financial Services – Finalist

2017 HR Vendor of the Year

- Best Recruitment Firm - Technology & Telecommunications, Fintech Sector – Gold Award

Our Activities

Company Events



Team Building



Our Activities

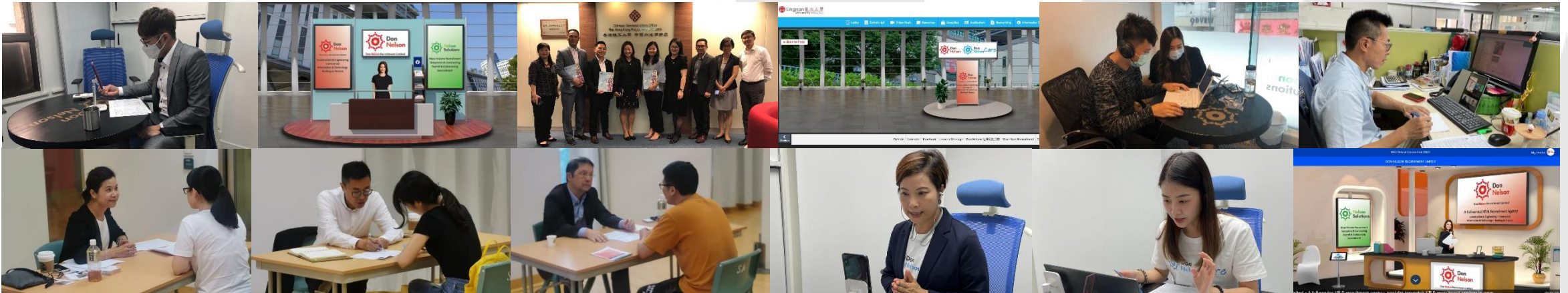
Volunteer Activities



Award Presentations



University Career Consultations



Our Activities

Internship



Career Coach and Mentor



Field Trip



Career talk and sharing



香港大學
THE UNIVERSITY OF HONG KONG



香港教育大學
The Education University
of Hong Kong



香港恒生大學
THE HANG SENG UNIVERSITY
OF HONG KONG



Lingnan 嶺南大學
University 香港 Hong Kong



香港浸會大學
HONG KONG BAPTIST UNIVERSITY



THE HONG KONG
POLYTECHNIC UNIVERSITY
香港理工大學



香港科技大學
THE HONG KONG
UNIVERSITY OF SCIENCE
AND TECHNOLOGY



香港公開大學
THE OPEN UNIVERSITY
OF HONG KONG



珠海學院
CHU HAI COLLEGE
OF HIGHER EDUCATION



Thei Technological and Higher
Education Institute of Hong Kong
香港高等教育科技學院

Our Contact

Website : www.donnelsongp.com

General : +852 3990 1616

Email : info@donnelsongp.com

Hong Kong Office

17/F, Chao's Building, 143 – 145 Bonham Strand, Sheung Wan, Hong Kong

China, Shenzhen Office

R403, MWorks, 4/F, Qianhai Shimao Tower, Nanshan District, Shenzhen, China

Taiwan Office

Unit 3, 5/F, 128 Min Sheng East Road, Section 3, Songshan District, Taipei City, Taiwan

Website



LinkedIn



Facebook



Instagram





**Don
Nelson**

Don Nelson Recruitment Limited
唐尼爾森人力資源有限公司

Hong Kong | Shenzhen | Taiwan



**Nelson
Solutions**



**Don
Nelson^{Pro}**



**Don Nelson
Total Solutions**



**Don
Nelson** *Care*