

大灣區人力資源服務

展望未來新機遇

Embrace New Opportunities with
Greater Bay Area Recruitment Services



Borderless Strategic Collaboration, Talent Recruitment

戰略互通 招才無界

Mainland China
candidates
中國內地
求職者

智联招聘

Mainland China
recruitment needs
中國內地
招聘需求

 jobsdb
by seek

Hong Kong &
overseas
recruitment needs
香港及海外
招聘需求

Hong Kong &
overseas
candidates
香港及海外
求職者

Jobsdb and Zhaopin are leading recruitment platforms in Mainland China, Hong Kong, and the Asia-Pacific region. They are well-regarded by enterprises for providing innovative and high-quality human resources services.

In November 2023, Jobsdb and Zhaopin officially signed an agreement of strategic partnership to further expand and improve their human resources service models. This collaboration facilitates resource sharing and fosters a symbiotic relationship between the two platforms, allowing them to offer more innovative and efficient human resources solutions to their clients in Mainland China and Hong Kong.

Through this strategic partnership, Jobsdb and Zhaopin will integrate their respective industry resources, technological advantages, and service capabilities to further enhance their talent recruitment projects in the Asia-Pacific region and the Greater Bay Area, creating greater value for their corporate clients, promoting the long-term development of the human resources services industry in Mainland China and Hong Kong.

Jobsdb和智聯招聘是中國內地及香港、亞太地區具有領導地位的招聘平台。多年來，他們一直致力於為企業提供創新和優質的人力資源服務。

為了進一步拓展和完善人力資源服務模式，在2023年11月，Jobsdb和智聯招聘正式簽署了戰略合作協議。這次合作實現了兩地平台的資源共享和優勢互補，使得他們能夠為中國內地及香港的企業客戶提供更加配合創新及高效的人力資源解決方案。

通過此次戰略合作，Jobsdb和智聯招聘將整合各自的行業資源、技術優勢和服務能力，進一步提升在亞太區及大灣區的人才招聘項目，為企業客戶創造更大的價值。這無疑將推動中港兩地人力資源服務行業的長期健康發展。



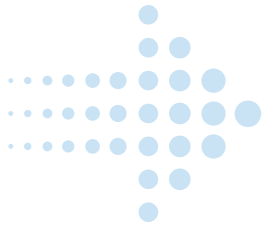
Jobsdb

Partner with Asia's No.1 Trusted Talent Partner 亞太區首屈一指的人力資源合作夥伴

Experience better talent matches than ever with Jobsdb world-class AI. Hire from 9 markets across Asia Pacific on a single platform.

Jobsdb 全新平台為您帶來更好的人才匹配，打破傳統招聘方式，衝破地域限制連接9個地區的人才。讓您體驗前所未有的招聘體驗。





Jobsdb



Over
40 million
candidate profiles
4,000萬+ 求職者檔案



Over
2.5 million
employers
250萬+ 僱主



Over
3,500
employees
3,500+ 員工



Over
5 million
job applications
annually
500萬+ 求職申請



1st choice
among
Hong Kong
jobseekers
香港求職者**首選**



2024
The Most Popular
Recruitment Platform Award
最受歡迎招聘平台獎項



Jobsdb

Total HR Solutions 全面的人力資源方案

Finding the right talent can be complex, but it's important to get it right.

Our Total HR Solutions is a suite of tools designed to ease your hiring process every step of the way.

尋找合適的人才可以相當複雜，然而至關重要的是找到合適的人才。

我們的全方位人力資源解決方案是一套工具組合，旨在簡化您在招聘過程中的每一個步驟。





Proactive Search Services 積極的人才搜尋服務

Candidate search in one of the APAC's leading recruitment platforms with advanced functions. 透過亞太區的領先招聘平台之一使用進階的功能主動搜尋求職者助您輕鬆找到合適人才。



Improved Job Ad Performance 改善招聘廣告表現

Different ad types for different hiring needs. 因應招聘需要從而選擇不同類型的招聘廣告。



Overseas Recruitment 跨境及海外招聘服務

Our overseas and cross-border talent solutions help you find the right talent for your job. 提供海外及跨境人才解決方案協助僱主找到合適的人才。



Frontline Solutions 前線工作招聘方案

Reach directly to frontline jobseekers through frontline job fairs and Whatsapp job seeking platform. 透過WhatsApp求職平台及招聘展直接接觸前線求職者。



Youth Recruitment Solutions 青年招聘方案

Reach out to university students and fresh graduates through GradConnection platform. 透過合作夥伴GradConnection接觸大學生和應屆畢業生。



Employer Branding Services 企業品牌推廣服務

Promote your employer value proposition to stand out from competitors with Branded Ads, display advertising and more. 利用Branded Ads, 展示廣告等宣傳僱主品牌價值, 從競爭對手中脫穎而出。

Zhaopin 智聯招聘

Zhaopin is dedicated to providing a comprehensive suite of human resources services for corporations & candidates.

智聯招聘致力於為企業和求職者提供一站式人力資源服務，包括產品賦能、可持續發展及科技引領三大服務範疇。

Product Features 產品賦能

Develop a comprehensive one-stop product strategy for recruitment, talent evaluation, employee training, and employee outsourcing to meet the recruitment needs of various types of enterprises
打造完善的“員工招聘，人才評該，員工培訓，人力資源外判服務”一站式產品策略，滿足各類型企業招聘需求

Sustainable Development 可持續發展

Gain insights into industry development, focus on social responsibility, and promote collaboration with multiple parties to achieve sustainable development goals.

洞察產業發展，關注社會責任，促進與多方合作以實現可持續發展目標



Technology-driven 科技引領

Leveraging AI to analyse recruitment data, leading the industry into a new era of intelligent recruitment
利用AI技術分析招聘數據，引領行業走進智能化新時代



Zhaopin 智聯招聘

Industry-leading Advantages 行業領先優勢



Over

35 branches

across **400 cities** & **30 years** of experience in human resources services in Mainland China

超過**35**家分公司，業務遍及內地**400**個城市，擁有**30**年內地人力資源服務經驗



Over

5,000

employees
5,000+員工



349 million

candidate profiles

3.49億求職者檔案



Over

13 million

employers

1,300萬+僱主



Worked with over

300k

headhunters in various channels

30萬獵頭渠道合作夥伴

Zhaopin 智聯招聘

Product Features

產品賦能

Adopting a product strategy of “recruitment, assessment, training and outsourcing” to create more value for businesses.

採用「招聘、評估、培訓、外判」產品策略為企業創造更多價值。





Online Recruitment 線上招聘

- ▶ Job Posting 刊登職位
- ▶ Talent Discovery 發掘人才
- ▶ Interactive Chat 互動交流
- ▶ Interview Arrangement 面試安排



Zhaopin headhunting services 智聯獵頭

- ▶ Recruitment Outsourcing 招聘流程外判服務
- ▶ Reference Checks 資歷審查服務
- ▶ Excellent Recruitment Platform 卓越招聘平台
- ▶ Recruitment Consultation 招聘諮詢服務



Zhaopin BPO 智聯BPO

- ▶ Shared Labour 共享員工
- ▶ Enterprise Service 企業服務
- ▶ Service Outsourcing 服務外判
- ▶ Personnel Outsourcing 員工外判



Campus Recruitment 校園招聘

- ▶ Branding & Consulting 品牌與諮詢
- ▶ Campus Recruitment Platform 校園招聘平台
- ▶ Promotion Channel 營銷渠道
- ▶ Campus Recruitment Activities 校園招聘活動
- ▶ Efficient Talent Screening 人才篩選
- ▶ Offer Secure 就業保證



Zhaopin Headhunting Services 智聯獵頭服務

- ▶ Talent Training 人才培訓
 - List of Talent Evaluation Tools 人才評核清單
 - Interview Services 面試服務
- ▶ Talent Evaluation 人才評核
 - Internal Training Solutions 內部培訓解決方案
 - Online Learning Solutions 網上課程培訓解決方案
 - Lectures 演講
- ▶ Consultation Services 諮詢服務
 - Customised Training System 訂制化培訓系統
 - Talent Team Building 團隊協作能力提升



Zhiyin Overseas 智引海外

- ▶ Employer Branding 品牌形象
- ▶ Overseas Campus Recruitment 海外校園招聘
- ▶ Overseas Community Recruitment 海外人才招聘

Collaborations 聯合案例

01 Virtual Career Fair Targeting Insurance Industry 灣區新時代，保險新未來 直播招聘活動

Case Highlight 案例重點 1

By integrating the needs of the government, insurance associations and other participating parties, we conducted a customsied virtual career fair successfully through seamless event coordination and professional execution.

整合客戶（政府、保險業聯會、多家參與單位等）需求進行個性化空宣流程擬定，協調、對接、統籌政府單位、多家企業進行預錄製，以專業化流程操作獲取客戶信任。

Case Highlight 案例重點 2

Hirers have very specific requirements for jobseekers. To address this, we implemented targeted marketing strategies to reach qualified jobseekers in the Great Bay Area, successfully increasing job applications and user traffic of the virtual event.

企業對求職者的語言要求極為嚴格。為此，Jobsdb和智聯招聘採用了精準的行銷策略，瞄準符合要求的大灣區求職者群體，成功提升了求職申請和直播流量。

Case Highlight 案例重點 3

- ✓ Number of online viewers 直播觀看人數: 39,000+ viewers
- ✓ Number of job applications received 求職申請: 2,454 CVs received



02 Virtual Career Fair attracting talent from the Greater Bay Area to explore opportunities in Hong Kong

「我在香港挺好的」直播招聘活動

Case Highlight 案例重點 1

The event successfully brought together over 500 positions from industries across various sectors, including finance, engineering and information technology. Jobsdb and 智聯招聘希望可以吸納大灣區的人才幫助香港企業解決人手短缺問題。當中涵蓋金融、工程及資訊科技等超過500個職位。

Case Highlight 案例重點 2

The event adopted a comprehensive promotional strategy that included digital advertising, app notifications, WeChat promotion and other social media outreach to effectively reach target audiences across multiple channels.

為積極回應粵港澳大灣區人才融合，Jobsdb和智聯招聘採取了全方位宣傳推廣策略，包括在網站投放廣告、APP訊息推播、微信推廣、社交媒體等多個渠道精準覆蓋目標群體。

Case Highlight 案例重點 3

- ✓ Number of online viewers 直播觀看人數: 260,000+ viewers
- ✓ Number of job applications received 求職申請: 4,100+ CVs received



香港企业“直播带岗”开播倒计时

40+岗位面向内地人才开放

港府携手6家企业在线引才



金融业务、高新技术、数据分析等热门职位

将于6月12日14:30

在智联招聘直播间准时上线

提前预约 即时应聘

03 Customised Recruitment Event for an Aircraft Maintenance Company in Hong Kong 香港飛機維修公司於大灣區招聘飛機維修員

Case Highlight 案例重點 1

Based on the specific requirements of the aircraft company, we customised relevant written tests and interview processes for jobseekers, ensuring candidate quality while making the overall process efficient and seamless.

根據企業的特定要求，Jobsdb和智聯招聘為求職者度身訂制相關的筆試及面試流程，確保求職者的數量和質素及整體過程更加高效及順暢。

Case Highlight 案例重點 2

The aircraft company had stringent language requirements for jobseekers, therefore we added a telephone interview session to provide professional training for them before their interviews.

企業對求職者的語言要求極為嚴格。Jobsdb和智聯招聘增設電話面試環節，亦在面試前，為求職者提供專業的培訓。

04 Recruitment Consultancy for a Renowned Insurance Company in Hong Kong 為香港知名保險公司提供招聘顧問服務

Case Highlight 案例重點 1

Conduct comprehensive consultations with hiring company to develop effective and personalised recruitment strategies.

與企業進行全方位的諮詢，制定有效的招聘策略。

Case Highlight 案例重點 2

Assist the hiring company to understand the Mainland China recruitment market and jobseekers, thereby accelerating the effectiveness of talent matching.

幫助企業了解內地招聘市場和求職者，加速人才配對成效。



05 Campus Recruitment Targeting Fresh Graduates from Top Chinese Universities

才聚灣區 智匯香港 香港企業大灣區高校人才招聘專場

✓ **50+**

Hong Kong's enterprises attended
香港企業參與

✓ **1,000+**

No of candidates attended
位求職者出席

✓ **40-50**

resumes, on average, are received by each enterprise.
企業平均收取的履歷數量



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