

**XXX**

Adress:xxx

Mobile: xxxxxxxx Email: xxxxx

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## PROFILE

Good knowledge of market as a former FIC salesperson cooperated with different teams to achieve revenues  
Excellent teamwork and communication skills gained through previous experience in International NGO activities  
Solid academic background developed as a straight-A student majored in financial engineering in the Imperial College

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## EDUCATION BACKGROUND

**Imperial College Business School, London, UK** 2014 - 2015

Msc Risk Management and Financial Engineering

- Core courses include Investment and Portfolio Management (A+), Stochastic Calculus (A), Financial Statistics (A)
- Electives: Numerical Finance, Structured Credit & Equity Products, Fixed Income Securities

**University of International Business and Economics, Beijing, China** 2009 - 2013

Dual degree in Bsc Finance & Bsc Information Management

- Major in Finance, graduated with distinction; Average scores: **86%**, major GPA: **3.6/4.0**
- Core courses: Security Investment (**91**), Fixed Income Securities Analysis (**85**), Financial Engineering (**89**)
- Double major in Information Management (major courses: programming C, VB)
- First and Second class scholarships (**top 5% and top 10%**) from 2009 to 2012

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## PROFESSIONAL EXPERIENCE

**XXX Bank** 2013 - 2014

Full time corporate sales trainee in Fixed Income & Currency

- Negotiated deals with **more than 50** corporate clients in North China, cold called with clients to give latest market updates and maintain relationships, achieved almost **50% revenue growth rate** compared to 2013 (Jan-Aug)
- Prepared documents and transaction related issues, collaborated with teams in Hong Kong, Singapore, London and Frankfurt. As a part of the team, traded the bank's first interest rate swap (totaling **amount**) in North China
- Performed the new structured deposit pricing and quotation under the supervision of the mentor, prepared structured product pitch books, assisted in writing term sheets, produced trade tests and the trade booking.
- Attended the first client meeting after joining the desk **3 months**, responsible for market update and product pitch, followed up the client for 6 months and got their EUR (**amount**) annual hedging business
- Supported the head of Corporate Sales Asia for North China alone for **nearly 6 months**, took over **all of 1<sup>st</sup> tier clients** business, increasing clients' term deposits by 45% and laying a good foundation for new coming business

**XXX Company** 2012

Internship as IT Solution Consultant

- Supported the head of the team maintain Loan Collection & Risk Management system in IT department
- Collected different department's needs in preparation for IT projects development, deeply understand the operation of a non-banking financial institution

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## COMPETITIONS & PROJECTS

**Portugal Historical CDS-Bond Basis Modeling** 2015

- Historical maximum-likelihood estimation of multi-maturity CDS-bond basis from 2004 to 2014 by CIR model
- Examined characteristics pre/during/post-crisis and provided interpretations of estimated model parameters according to historical financial events.

**Option Pricing Comparison Project** 2012

- Compared binary tree and B-S model by pricing American, European, barrier and lookback options; Modified VBA pricing programs and got **more than 4000** data to substantiate the project's final conclusions

**Outstanding Analyst of 2012 CFA Equity Research Challenge National Local Final Competition**

**Second Prizes of Mathematical Modeling Competitions among 250+ teams**

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## EXTRA-CURRICULAR ACTIVITY

**XXX, Organization** 2011 - 2012

- Led teams of **60-110** international students to organize various business contests with the number of participants up to **700+** students, and also invited **30** judges from different business sectors and universities
- Presented campus talks to **50-400** people in 6 universities and received **300+** applications

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## ADDITIONAL INFORMATION

Language Native in Chinese, fluent in English

Skills knowledge of Matlab, VBA, Bloomberg; CFA III candidate (passed CFA I and II within 6 months)