

John SMITH

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EDUCATION

XYZ Russell Group University **United Kingdom**
MSc Business Analytics & Consulting - Distinction with 81% Sep 2011 - Jan 2013
▪ Modules Include: Strategy Analysis, Financial Analysis, Market Analysis, Business Statistics
BSc Engineering & Business Management (with Honours) - First with 74% Sep 2008 - Jul 2011

High School **Hong Kong**
International Baccalaureate (IB) Diploma 2008 - 41 Points Sep 2006 - May 2008

WORK EXPERIENCE

Firm A - Non-Consulting Related Firm **United Kingdom**
Job Title, Strategic Consulting - Asset Solutions Jun 2013 - Present

- Procurement Improvement for a Major International Airport in London:
 - Analyzed 1.2 million work orders from the 5 terminals, and identified a preliminary list of overpriced asset servicing contracts as the tendering process was not unified.
- Asset Data Improvement for UK's Primary Rail Infrastructure Company:
 - Created complex SQL queries to integrate data from 5 different databases. This improved the reliability of 23,000 datasets for the new and centralized database.

Firm B - Top 5 Strategy Consulting Firm **China**
Job Title Jul 2011 - Sep 2011

- Developed a socio-economic model on 120 cities in China, which assisted the Chairman for Greater China and provided insights on the trends and directions of the Chinese market.
- China Market Entry for a Global Paints and Coatings Manufacturer:
 - Conducted research and identified key metrics for the market size estimation model.
 - Drafted 5 company profiles which assisted in the competitor benchmarking analysis.

Firm C - Non-Consulting Related Firm **United Kingdom**
Job Title, Climate Change Programme Aug 2010 - Sep 2010

- Developed spreadsheet models to determine the size of the Greenhouse Gas Emission Trading Market and establish <A Random Firm>'s market share between 2005 and 2010.
- Communicated with CCP affiliates across the world and consolidated data gathered from 400 different projects. The results were then used in an annual report submitted to the UN.

Firm D - Boutique Consulting Firm **Australia**
Job Title Jun 2009 - Aug 2009

- Carbon Reduction for an International Apparel Manufacturer:
 - Developed models which analyzed and calculated the client's carbon footprint.
 - Recommended travelling strategies that reduced the client's carbon emission by 40%.

POSITIONS OF RESPONSIBILITY

XYZ Chess Club **United Kingdom**
President Feb 2010 - Feb 2011

- Introduced 2 marketing campaigns which led to a membership growth of 80%.
- Organized a national tournament on behalf of the British Chess Association, which attracted 30% more contestants and 50% more profit compared to that of the previous year.

LANGUAGES, ACTIVITIES & INTERESTS

Languages: Fluent in English and Cantonese, Proficient in Mandarin
Activities: Event Management Club, XYZ Oriental Community
Interests: Basketball, Cycling, Go, Karate, Monopoly, Piano, Sailing