

Chelsea Cai

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CAREER OBJECTIVE

Seeking a challenging career that contributes leadership and research & consultancy skills that will add value to a reputational organisation in the financial services industry

WORK EXPERIENCE

Jones Lang LaSalle

Tianjin, China

Head of Research, Tianjin

April 2014 - Present

- Achieved annual RMB 1.4 million revenues by advising real estate developers/investors and conducting detailed and logical market studies, including the office, retail, logistics and high-end residential sectors
- Lead two research analysts to monitor property markets in China's secondary cities as well as guided North China Research on market overview and property consultancy
- Support and oversee companies' research publications covering China at the national and city levels by coordinating with the research departments of more than ten cities to produce the quarterly Greater China Property Digest and manage REIS Tianjin/Harbin/Changchun/Dalian property market coverage

Cambridge Realty Capital Companies

Chicago, IL

Finance Associate, Real Estate Investment Bank

June 2013 - March 2014

- Assisted in collecting documents for a USD 30 million mortgage loan by examining invoices and payment, developing a streamlined methodology that could potentially streamline workflow
- Monitored and updated seven month-end financial statements by building financial models in Excel and accurately reporting variances between accounts and accruals
- Initiated data analytical strategies behind the management of the company's two assets, including analysing Key Performance Indicators, operational performance issues, and gap closure between budget and accruals
- Researched, compared and tested the annual cost plan, finding out which expenses could affect > 5% revenue

Barrington Research Associates

Chicago, IL

Equity Research Analyst, Full-service Investment Bank

January 2013 - April 2013

- Achieved competitive analysis by benchmarking the financials of 200+ competitors related to the biology/healthcare sector to forecast target company's increased 5.6% in sales in quarterly financial performance

EDUCATION

DePaul University, Kellstadt Graduate School of Business

Chicago, IL

Master of Science in Finance

September 2011 - June 2013

- GPA: 3.5/4.0

Shanghai International Business and Economics University

Shanghai, China

Bachelor of Science in Corporate Finance

September 2006 - June 2010

- GPA: 3.6/4.0

LEADERSHIP & RESEARCH PROJECT

DePaul Kellstadt Finance Community

Chicago, IL

Vice President

August 2012 - September 2013

Mergers & Acquisitions Research With Dr. Joseph Vu

Chicago, IL

Research Assistant, Fortune 500 Companies in the Diversified Industries

January 2013 - April 2013

SKILLS & INTERESTS

- **Technical Skills:** Proficient in Excel; trained in Discounted Cash Flow and Project Financial Modelling (vlookup, hlookup, pivot table, VBA)
- **Interests:** American Chamber member, Volunteer (29th Beijing Summer Olympics, Junior Achievement, Marathon), Peer Career Adviser (DePaul Kellstadt Career Management Center)