**Alex (Ming Wai) Lai**

North Point, Hong Kong 9305-8719 [alexmwlai@outlook.com](mailto:alexmwlai@outlook.com)

**EDUCATION** Saint Mary’s College of California, Moraga, CA May 2013

**Bachelors of Science in Business Administration**

**Concentration: Finance; GPA in Concentration: 3.94**

**Minor: Economics; GPA in Minor: 4.0**

**Overall GPA** **3.87**, Summa Cum Laude, Dean’s Honor List

**EXPERIENCE** **Lighthorse Asset Management Ltd.**  Hong Kong December 2016 – Present  
**Hedge Fund Investor Relations**

* Reports directly to COO on managing investor relations, marketing efforts and capital raising for long-short fundamental hedge fund.
* Produces research reports, market commentaries regularly internally and externally.
* Updates marketing materials including fund performance, attribution and risk reports, PPM, DDQ.
* Works on project management with COO on operational efficiency for fund accounting, trade settlement, compliance and regulatory obligations.

**Bloomberg L.P.** Hong Kong February 2014 – November 2016  
**Institutional Sales – Covering Tier 1 Investment Banks, Private Wealth and Asset Management Firms**

* Identified clients’ needs and goals to sell financial solutions on a firm-wide level including trading solutions, order-portfolio management and risk management systems.
* Engaged with senior level management to propose business plans and carry out projects to enhance firm-wide system and performance efficiency.
* Conducted sector research and competitor analysis to identify market trends leading to financial product solution sales opportunities.
* Maintained internal CRM database and qualify sales prospects to reflect in system pipeline.
* Expert in using Bloomberg terminal and Excel API languages.

**Citi**  Hong Kong August 2013 – February 2014

**FICC Treasury Product Specialist – Structured Products**

* Handled settlement functions for treasury products.
* Prepared confirmation and documentation for new treasury transactions.
* Led project on designing and implementing operational procedures for Hong Kong Trade Repository requirements.
* Performed UAT testing and verified results.
* Collaborated with compliance team for new products approval.
* Worked closely with front office to ensure front-to-back trade flow.
* Monitored trade entry and life-cycle through internal systems and enhanced system efficiency through automation.
* Prepared position P&L reports and handled customer enquiries for related matters.

**Bank of America** Oakland, CA January – June 2013

**Retail Banking Associate**

* Provided professional courteous service in processing a variety of day-to-day customer transactions.
* Identified customer needs and match needs with appropriate product or service.
* Referred customer inquiries regarding other financial products to personal bankers.
* Achieved 10% higher than the weekly target customer engagement rate consistently.

**SKILLS** Mac platforms, Windows, MS PowerPoint, Word, Excel, Outlook, Access, Project, Bloomberg Terminal, Project Management and Relationship Management. **Bilingual Cantonese/English; fluent in Mandarin**