John Chi Co

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**Professional Experience\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_­­­\_\_ \_\_**

**Standard & Poor’s Capital IQ,** *Director, Team Leader, Hong Kong & Southern China*

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| Sydney,  Australia and  Causeway Bay, Hong Kong  Aug 2011 – Present | * Work directly with clients to identify business needs and develop creative roadmaps using S&P’s product suite including Capital IQ (‘CIQ’) & Ratings Direct (‘RD’) * Facilitate end-user training by supporting CIQ applications; specifically creating financial models for comparable analyses and utilizing screening tools for investment originations * Manage key accounts in Australia and Hong Kong: * Managed the investment banking & private equity relationships in Australia – generating revenue of $775K in 2015 and $560K in 2014 * Coordinated Morgan Stanley’s Investment Banking Division integration from Factset Research Systems to CIQ * Assisted in contract negotiations with Deutsche Bank and successfully converted 50 new user accounts in Hong Kong – generating revenue of $160K |

**Standard & Poor’s Capital IQ,** *Senior Associate, Investment Banking & Private Equity*

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| Causeway Bay, Hong Kong  Jun 2010 – Jul 2011 | * Provided support and consultation to existing key accounts throughout the research and analysis process * Coordinated with the product development team to create new functionalities on the CIQ platform and Office plug-in |

**University Of Sydney,** *Tutor, International Risk Management*

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| Sydney, NSW  Feb 2010 – May 2010 | * Prepared and moderated class discussions on case studies focused on corporate risk management * Mentored postgraduate teams on group projects and individual assignments |

**Custom Greek Threads,** *Finance Associate*

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| Orange, CA  Jul 2006 –  Nov 2007 | * Prepared quarterly forecasts and produced variance reports explaining deviations between projections and actual performance * Compiled performance summaries outlining strategic outlook and key drivers for market growth |

**Pacific Corporate Group,** *Private Equity Funds Analyst*

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| La Jolla, CA  Nov 2004 –  Jun 2006 | * Assisted senior team members in obtaining and reviewing marketing materials to understand investment strategies and performance of investment managers * Reviewed private quarterly financial reports on the underlying portfolio companies of 40 private equity funds * Analyzed private equity industry trends and changing characteristics of clients’ portfolios and created ad hoc reports for investor presentations * Supported two internal client relationships by preparing quarterly portfolio summaries for the New York City Retirement Systems and Alternative Investment Capital (Japan) |

**Education\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_**

**University Of Sydney**

Sydney, AustraliaUniversity of Sydney Business School, Master of Commerce & Master of International

Feb 2008 – Business *(Double Master Program)*

Nov 2009 *Majors: Finance and Strategic Management*

**Chapman University**

Orange, CaliforniaArgyros School of Business and Economics, Bachelor of Science in Business Administration

Aug 2000 – *Major: Management*

June 2004 Distinctions:Provost Scholar, Gamma Beta Phi Honor Society, Beta Gamma Sigma Business Honor Society, Omicron Delta Kappa Leadership Honor Society

### Additional Information \_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_

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| Office Suite  Data Vendors  Excel | * Microsoft Office Suite, Macintosh OS, SalesForce.com * S&P’s Product Suite – Capital IQ & Ratings Direct, Bloomberg * Basic Financial Modeling, Comparable Company & Precedent Transactions Analysis |
| Languages | * Fluent in English and Chinese (Cantonese); Beginner (Mandarin) |
| Visas | * United States Citizen, Australian Skilled Graduate 485 Visa Holder |