

# Chenghong Sun

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## EDUCATION

- 2020 - 2022**      **London Business School, London**  
Reading for Masters in Financial Analysis
- 2016 - 2020**      **Zhejiang University, Hangzhou, China**  
GPA:3.82/4.00, Bachelor of Finance  
Student Merit scholarship. Granted to Top 0.1% of students  
2018-2019 Visiting Student at University of Oxford, achieving a distinction with 78

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## BUSINESS EXPERIENCE

- 2020 – 2020**      **HSBC, Hong Kong, China**  
**Securities Services, Global Banking and Market, Intern**
- Led an ESG strategies workshop based on market details and different data providers for Securities Services with one teammate, and senior management team spoke highly of it
  - Created a remediation plan for Direct Custody & Clearing on real-time connectivity and digital transformation, identifying 1.5 million priority items with team
  - Led a risk steward workshop with over 30 attendants emphasizing on isolated trades, and updated executive summary of product approval submission under the guidance of supervisor
  - Analyzed mechanics of the funding process, impact to business and associated risks of third party clearing and drove creation of a comprehensive documentation
- 2019 - 2019**      **GREAT WALL SECURITIES, Shenzhen, China**  
**Investment Banking Department, Intern**
- Prepared offering circulars on over 7 deals, contributing to raising over 2 billion RMB in capital
  - Built DCF models and conducted comparative company analysis for clients on TMT industry
  - Identified potential clients by interviewing over 30 local banks and brokerage firms, resulted in conversion of 12 organizations into clients
  - Conducted researches on new IPO policies of Sci-Tech Innovation Board and prepared market introduction decks for internal knowledge-sharing sessions
- 2019 - 2019**      **UNITED NATIONS DEVELOPMENT PROGRAMME (UNDP), Phnom Penh, Cambodia**  
**Economics & Policy Unit, International Intern**
- Drafted project document for social protection program and designed graduation packages in order to raise 3,000 local family from poverty line
  - Conducted detailed due diligences for 2 Chinese companies on Belt & Road initiatives, determining whether they are in compliance on United Nations Sustainable Development Goals and potential risks of cooperation
  - Led field trip for 2,000 mulberry trees giveaway and ensured distribution was given to people in need, recording feedbacks by in-depth Back To Office Report
- 2018 - 2018**      **SHENZHEN ENERGY FINANCE CO.,LTD., Shenzhen, China**  
**Finance Department, Intern**
- Composed an in-depth report on internal asset liquidity and company portfolio to construct new investment ideas, resulting in a profitability increase by 8%
  - Gathered latest information to compile a weekly report on energy industry including current market environment, macro data and regulation

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## ENTREPRENEUR EXPERIENCE

- 2020 - Present**      **OFFER HUNTERS, Shenzhen, China**  
**Educational consultancy for university applicants**  
**Founder**
- Generated average cash flow of over \$4,000 per month, which reached a peak of \$9,000 in August, 2020
  - Recruited and led a tutor team of over 40 people from world-renowned universities such as Oxford, Cambridge, LSE, Columbia, Harvard and Yale
  - Helped over 200 students successfully apply to target graduate schools by providing consulting services, essay editing as well as mock-interview and got over 5,000 followers on our company social media

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## ADDITIONAL INFORMATION

- Languages: Mandarin (Native), English (Fluent)
- IT Skills: C/C++, R, SPSS, Eviews.
- Interests: Member of Oxford Go Society and Zhejiang University Go Team (Represented Oxford at 2018 London Go Open, 2019 Cambridge Go tournament, and 2019 Oxford Go tournament. Ranked 15th, 11th and 5th)