

# 樊东来

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## 教育背景

北京大学	商学院	特等奖学金（全奖）	2022 级金融科技硕士
天津大学	求是学部	电气工程及其自动化（排名 1/192）	2018.09—2022.06
天津大学	经管学部	工程管理（双学位）	2018.09—2022.06

- 主修课程：电类专业课程均 90+，数理基础扎实，数学课成绩均满绩
  - 双学位课程：经济学、工程经济学、会计学、国际金融、项目管理、国际工程总论、国际工程合同管理等
  - 个人技能：英语六级 607 分，具备英文文献阅读和写作能力，曾多次帮助导师完成英文文献综述撰写工作正在学习注册会计师（CPA）会计和经济法两门课程，打牢专业基础，计划 2022 年 8 月参加考试
- 掌握 C++、Python（计算机二级优秀通过）等编程语言，能够熟练应用 Word、PPT、Wind、PS、Thinkcell、Visio 等
- 个人主页：<https://donglaifan.github.io/DonglaiFAN.Homepage/>

## 实习经历

### 华泰联合证券投资银行部 IPO 项目 4months

- 财务核查：完成发行人固定资产及存货盘点；打印自然人及法人银行流水、完成录入及核对等财务核查工作；与会计师等中介方合作完成银行及票据函证收发工作；梳理报告期内供应商及客户名单，制定路线并完成走访
- 底稿整理：梳理报告期内重大采购和销售合同，计算其中贸易及关联交易占比，独立完成招股书《其他重大事项披露》章节的撰写；通过发行人劳务用工合同核查其在报告期内是否存在劳务派遣情况以及其劳务外包所占比例
- 案例搜集：通过 Wind 汇总同行业公司产能利用率数据，协助完成募投文件撰写；独立调研主板首发补充流动资金占募集资金比例的情况；通过荣大二郎神查找同行业问询反馈案例并判断公司贸易业务及危废处置业务的合规性

### 字节跳动（战略规划与投资-火山引擎业务线） 4months

- BP 撰写：梳理 AI 游戏 ToB 领域竞争格局，调研了该行业的市场空间，回答了 AI+游戏行业有哪些需求场景
- 桌面调研：通过慧博、IT 桔子、199IT 等渠道搜集资料，输出 CV、NLP 等技术层调研报告；对各家云厂商 AI 战略布局进行调研，独立完成微软 FY2022Q3 云服务相关财报撰写；调研云厂商的 XR 战略、已有产品及解决方案图谱
- 专家访谈：主要围绕竞对侧和客户侧开展，重点关注云厂商云服务和机器学习平台（BML、PAI 等）部署情况以及 AI ToB 应用层公司（晶泰科技、行者 AI 等）用量需求，完成专家寻源、访谈提纲撰写及纪要整理等全流程工作

### 中信证券投资银行部 IPO 项目 3months

- 财务底稿整理：协助完成尽职调查阶段工作，根据发行人财务序时账、发票及 ERP 系统出入库清单，梳理制作采购及销售明细表并通过 Excel 完成数据透视核查工作，核对企业主营业务收入及成本、管理费用等应确认金额
- Pitchbook 制作：协助完成主板某医药公司再融资项目立项内部审核材料，通过挖掘客户公司的投资亮点及关键财务数据，独立完成 20 余页路演幻灯片制作，支持项目投标阶段路演工作

### 中信证券研究部（新材料组） 3months

- 行业报告：撰写光伏胶膜行业深度报告，分析福斯特、海优新材等行业上市公司，通过上下游产业链纵向以及同行业可比公司间横向对比，分析了胶膜相比于其他光伏辅材产业的独特之处，搭建胶膜细分赛道的分析框架
- 公司报告：撰写明冠新材公司深度报告，深挖公司光伏背板和铝塑膜两大业务发展增速、行业趋势及竞争格局，通过公司年报、行业网站获取数据搭建公司的经营模型，将营业收入和成本进行量、价拆分，预测未来市场空间

## 社团组织经历

### 天津大学学生党校副主任 2019.06—2021.06

- 参与全校学生党建工作，负责开展入党申请人培训 8 期，预备党员培训 4 期，累计培训学生党员一万余人次

### 天津大学求是学部新生班主任、英才二班班长、党支部组织委员 2018.09—2022.06

- 统筹规划班级活动，获评“天津大学优秀班级”、“团日评比一等奖”等荣誉，个人被评为“天津大学好班长”

## 科研竞赛&奖学金

- 连续三学年获本科生国家奖学金（综合测评年级第一，0.2%）、天津大学优秀毕业生
- 天津市大学生物理竞赛二等奖、天津市数学竞赛一等奖、全国大学生数学竞赛一等奖
- 《基于自适应终身学习的综合能源系统在线调控技术》——国家级创新创业项目负责人

# Donglai FAN

Party member of CPC

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## EDUCATION

Peking University	Fintech	Special Scholarship	2022 - 2025
Tianjin University	Electrical Engineering	GPA: 3.95/4.0	2018 - 2022
<ul style="list-style-type: none"><li>• <b>Personal Skills:</b> 607 points in CET-6, excellent in National Computer Rank Examination(Python)</li><li>• Studying <i>CPA Accounting</i> and <i>Economic Law</i> and plan to take the exam in August 2022</li><li>• <b>Personal homepage:</b> <a href="https://donglaifan.github.io/DonglaiFAN.Homepage/">https://donglaifan.github.io/DonglaiFAN.Homepage/</a></li></ul>			

## INTERNSHIP

Huatai United Securities	IPO project of Investment Banking Department	4 months
<ul style="list-style-type: none"><li>• <b>Financial verification:</b> Checked fixed assets and inventory; printed and verified the bank statement; completed the receipt and dispatch of bank and bill correspondence; sorted out the list of suppliers and customers and visited</li><li>• <b>Drafting:</b> Sorted out the major purchase and sales contracts, calculated the proportion of related transactions, and independently wrote the relevant chapters of the prospectus; checked whether there is labor dispatch and verified the proportion of labor outsourcing during the reporting period by sorting out the issuer's labor employment contract</li><li>• <b>Case collection:</b> Collected the capacity utilization data of companies in the same industry through Wind, and participated writing investment documents; Calculated the proportion of the company's trade revenue and used Rongda to find the inquiry and feedback cases in the same industry to judge the compliance of the company's trade business</li></ul>		
Bytedance	Strategic Planning and Investment	4 months
<ul style="list-style-type: none"><li>• <b>Writing BP:</b> Sorted out the competition pattern of AI game ToB industry, investigated the market space of the industry and answered the demand scenarios of the AI game industry from the perspective of customers</li><li>• <b>Research:</b> Collected data through Huibo, IT Juzi, 199IT to conduct in-depth research on the AI industry chain, and wrote reports on CV and NLP; investigated the AI strategic layout such as BATH, AWS, Azure and GCP, and wrote financial reports of Microsoft Azure; analyzed the XR strategies and sorted out the existing XR products and solutions</li><li>• <b>Expert interview:</b> focused on competitors' and customers' strategies, analyzed cloud vendors' machine learning platforms and the requirements of AI ToB companies; sourced experts and wrote outline and minutes of the interview</li></ul>		
Citic Securities	IPO project of Investment Banking Department	3 months
<ul style="list-style-type: none"><li>• <b>Financial drafts sorting:</b> Sorted out the purchase and sales schedules according to serial accounts, invoices and ERP system; checked the company's main business income and costs, management fees and verified the data through Excel</li><li>• <b>Pitchbook making:</b> Participated in writing the audit materials for a refinancing project, independently completed over 20 pages of roadshow slideshows based on the investment highlights and key financial data of the client company</li></ul>		
Citic Securities	Research Department (Energy and New Materials)	3 months
<ul style="list-style-type: none"><li>• <b>Industry report:</b> Wrote a report on the photovoltaic film industry and analyzed leading companies in the industry, analyzed the uniqueness of the film compared with other photovoltaic auxiliary materials through the industry chains</li><li>• <b>Company report:</b> Wrote a report on Mingguang New Materials Company, dug deep into the development growth rate, industry trend and competition pattern of the company's two major businesses and built the company's business model</li></ul>		

## LEADERSHIP EXPERIENCES

### Deputy Director of Tianjin University Student Party School

- Participated in student party building work, responsible for 8 training sessions for party applicants, 4 for preparatory party members, and trained a total of more than 10,000 student party members

### Secretary of CCP branch, head teacher for freshmen, monitor, etc.

- Organized freshman week activities, help more than 300 students complete the transition of university life, made overall plans for class activities, won the first prize of class appraisal and was awarded as "a good monitor"

## SELF-EVALUATION & INTERESTS

- **Professional Skills:** Fintech, Electrical Engineering, Engineering Management (the only student in our department who got the qualification for dual degree in Engineering Management), Computer Science
- **Hobbies:** Volleyball (served as the setter and the captain of the college volleyball team), Reading, Photography, Calligraphy, Travelling
- As a science and engineering student, I have solid research and practical abilities, and keep curiosity about new things. I think these basic abilities can help me go further in the process of financial internship and employment
- In the undergraduate, I participated in a lot of student association work. I can maintain a positive attitude and am willing to put my efforts to complete every work. Meanwhile, I can get along well with my teachers and classmates