

# VICKY DU

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## EDUCATION

<b>PEKING UNIVERSITY (PKU)</b> <i>Double Degree of Economics</i> (GPA:3.9/4.0)	2021.09-2024.10	BEIJING, CN
COURSES: Intermediate Macroeconomics & Microeconomics   Advanced Mathematics   Liner Algebra   Econometric		
<b>RENMIN UNIVERSITY OF CHINA(RUC)</b> <i>Bachelor of Accounting and Computer Science</i>	2019.09-2024.10	BEIJING, CN
Core GPA:3.86   Student Leader Scholarship /Academic Scholarship / Student Scholars		
COURSES: Risk Management   Equity Research Analysis   Statistics   Real Estate Finances   Python Program   Data Mining & My SQL		
<b>CITY UNIVERSITY OF HK(CITYU)</b> <i>Exchange School of Business</i> (3.87/4.0)	2021.09-2022.01	HONGKONG, CN
COURSES: Mathematics for Eco & Finance   Business Statistics   Artificial Intelligence		

## WORK EXPERIENCE

<b>HSBC</b>	BEIJING, CN
<i>Global Banking Summer Intern</i> Feb.2023-Jun.2023	
<ul style="list-style-type: none"><li>Worked closely with the Sustainable DCM team on structuring Sustainable Bonds and Assisted senior bankers in preparing pitches and marketing materials for public and private bond transactions, analyzed ESG risks and opportunities associated with underlying companies.</li><li>Researched on potential ESG projects for clients, drafting Sustainable Finance Frameworks, engaging with external reviewers, and handling ESG investor conversations.</li><li>Collaborated with relationship bankers to support corporate and institutional clients across various product lines such as trade finance, capital markets, investment banking, and securities services; conducted ESG assessments and explored potential sustainable investment opportunities.</li><li>Improved financial modeling skills through building valuation models for mergers &amp; acquisitions and other debt and equity financing transactions</li></ul>	

<b>CICC</b>	SHENZHEN, CN
<i>Investment Bank Summer Intern</i> Jul.2022-Sep.2022	
<ul style="list-style-type: none"><li><b>Project1: Wenshan Power MA &amp; Restructuring</b><ul style="list-style-type: none"><li>Replied CSRC, communicated with 300+ suppliers, banks, and customers, and cooperated with lawyers, appraisers, and accountants to review internal flow and other alternative procedures.</li><li>Valued Pro Forma and SA EPS for targeted companies and advised on a public listing like SPAC, and M&amp;A by establishing models like DCF and Comparative Valuation (10yr basis)</li></ul></li><li><b>Project2: Shunde Rural Commercial Bank IPO</b><ul style="list-style-type: none"><li>Due Diligence Participation &amp; Policy Explanation: Field-visited 20 + customers, updated, integrated, and produced reports including substantive procedures/stock pledge checklist</li></ul></li><li><b>Project3: CGN IPO's Prospectus Preparation</b><ul style="list-style-type: none"><li>Profit Valuation: Solicited refinancing and IPO 3k+ performance of CICC (NEEQ, Main-Board Market) and the same level brokers and prepared valuation models by calculating WACC.</li><li>Security Management: Participated in Debt Offering, leveraged Consulting for clients before conducting Asset Support Plan, established connection with Huaxia Bank and CITIC</li></ul></li><li><b>Ad-Hoc Requests and Professional Training</b> Contents include bond/stock financing, listing rules of BJ, HK stock exchange, database tools like capital IQ and FactSet</li></ul>	

<b>KKR</b>	SHANGHAI, CN
<i>Portfolio Investment Intern</i> Dec.2021-Apr.2022	
<ul style="list-style-type: none"><li>Worked with the Principle of Post-Investment Management when assisting PE teams to execute deals and provide analysis on financing strategies (for instance, the exit multiple)</li><li>Investment Finance Strategy Analysis: Scanned Medicine Retailer, TMT, E-Education to view RPA, MCN with WIND, prepared pitch book on the suggested financial strategy</li><li>Strategy Analysis: Integrated domestic &amp;overseas financial regulations to measure future ROE targeted at public Medicine-Sale companies</li><li>Company Analysis: Applied Python to measure financial ratios (inventory turnover) and geographical distribution in 30b+ market portfolio and make public</li></ul>	

<b>DELOITTE</b>	BEIJING, CN
<i>Institutional Finance Intern</i> Mar.2021-Jun.2021	
<ul style="list-style-type: none"><li>Financial Report Assistance: Conducted Flow Verification/Travel Test/Inquires&amp;Reply,3rd Party Witness and field visits to clients’ companies for discussing annual auditing issues</li><li>Credit Risk Control: Carried out due diligence for the credit granting enterprises of Huaxia Bank, Check consolidated financial statements for rating and systemic risk in the prospectus.</li><li>Supply Chain Coordination Assistance: Connected with the resources of upstream banks and downstream state-owned enterprises, assist large commercial ticket discount business</li></ul>	

## LEADERSHIP&ACTIVITIES

<b>The JP MORGAN PRIVATE BANK ASSET MANAGEMENT COMPETITION</b>	BEIJING, CN
<i>Team Leader</i> Mar.2022-May.2022	
<ul style="list-style-type: none"><li>Quantitative computing sector: Apply BL model to deduce allocation strategy under the Russian-Ukraine environment of increase in Federal Reserve interest rate, assist flexible stock allocation strategy (pool including SP500, MSCI APAC and other inland stocks, US and HK stocks); applied Merrill Lynch Clock Economic Cycle Theory to allocate commodities and gold derivatives, calculated the maximum Sharp rate based on risk evaluation theory (final strategy return is stable at 7.97%, volatility of 5.8%)</li><li>Qualitative analysis: Observed customer educational expenses, and daily investment, designed indicators like GB, EMD, and interest, made a comprehensive asset allocation report.</li></ul>	

<b>AQUMON</b>	HONG KONG, CN
<i>Algorithm Wealth Management Project</i> Sep.2021-Jan.2022	
<ul style="list-style-type: none"><li>Operational Transaction Monitoring: Use My SQL to improve the underlying asset delivery system architecture, mark, and process abnormal data (10 + suspicious risk points found), and facilitate the distributed operation of the underlying database by employees in the same group (improve the team efficiency by 20%)</li><li>Product Auxiliary Management: Applied 2nd market strategy (northbound capital timing) to assist in producing a portfolio with a value of 10 with an annualized yield of 30%+</li><li>Customer Channel Communication: Assisted to explained technical products (engineering strategy) to individual customers (300+), first-line banks (5+) like CMB Bank</li><li>Through text emotion analysis, tracked industry index in the post-epidemic era (like VIX, S &amp; P ETF, etc.), recommend real-time quantitative factor with effectiveness 80%+</li></ul>	

<b>SHANGHAI XIANGYI ASSET MANAGEMENT CO</b>	CHONGQING, CN
<i>Partnership</i>	
<i>Assisting local infrastructure investment and financing platforms to raise funds, through trust, asset management, private placement funds, private placement bonds, and other financing tools.</i>	
<ul style="list-style-type: none"><li>Urban Investment Bond financing product Design: Responsible for the integrated process of contracting, undertaking, and underwriting in the Sichuan and Chongqing region.</li><li>Fixed Income Management: Introduced option or Convertible Bond to deal with interest increase (e.g. Inverted Interest Tools, or Commercial Tickets) to gain the 20% total sales</li><li>Projects’ Achievements: The accumulated financing for local investment and financing platforms in East, North, Central South, and Southwest China has exceeded 10 billion.</li></ul>	

<b>THE MERGERSIGHT GROUP</b>	LONDON, UK
<i>Main China Leader</i> Jun.2021-Present	
<ul style="list-style-type: none"><li>Released updated M&amp;A reports monthly targeted at CNBC with students from top universities like Ivy: <a href="https://www.mergersight.com/">https://www.mergersight.com/</a></li><li>Served as Charger and liaison for web publication with 15 team members and make public sharing in derivatives with 40 people group apart participating in the business game</li></ul>	

## SKILLS&INTEREST

- Technical:** Proficient in Microsoft Office Suite, Python, R, SPASS, My SQL, Tableau, Bloomberg, Wind
- Certification:** CIMA; ACCA Candidate (7 exams passed: AB/FA/MA/AA/TX/PM/FR)
- Languages:** English (Near-Native, IELTS:7.5; TOEFL:116; GRE:330); Native Mandarin; Intermediate Korean

- **Interests:** Sports (Hiking and Jazz Dancing); Social Entrepreneurship (VIRA Founder: <https://fusiedtech.com/>; X Academy Member: <https://www.xacademy.cc/>)