

HUI ZHANG

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EDUCATION

University of Connecticut School of Business

Storrs, CT

Master of Business Administration (MBA)

Real Estate Finance

Expected May 2014

- Awarded full scholarship and TA based on merit reporting to Head of Real Estate Dept.
- Awarded Stephen D. Messner School of Business Scholarship, 2013

University of Hong Kong

Hong Kong

Master of Finance

2007-2008

- Courses included: "Mathematical Techniques of Finance", "Spreadsheet Modeling in Finance", "Financial Engineering", "Derivative Securities" and "Fundamentals of Asset Valuation"

Shanxi University of Finance & Economics

Taiyuan, China

Bachelor of Management & Bachelor of Economics

1998-2002

- Awarded "Jin Cai Scholarship", 2000 (Awarded to only the top 6 outstanding students in the university)
- Awarded "Excellent Graduates of Shanxi Province", 2002 (amongst *all* university students within province)

PROFESSIONAL EXPERIENCE

Property and Portfolio Research (PPR)

Boston, MA

Intern, Capital Market Team

03/2014 – Now

- CMBS and CRE portfolio risk management research

Kroll Bond Rating Agency

New York, NY

MBA Intern, CMBS Team

05/2013 – 08/2013

- Supported senior analysts on CMBS transactions by preparing market research report, formatting Asset Investment Memorandums and updating transaction folders
- Created initial database for retail and hotel properties included in all historical preliminary and final deals
- Underwrote property cash flow for various property types
- Modeled property evaluation haircut sheets for clients

China Gold Coin Inc. (Affiliated with China Central Bank)

Shenzhen, China

Associate, Sales Department

2012

- Researched and analyzed domestic and international gold markets and presented investment strategies to clients
- Independently developed client relationship with Agricultural Bank of China and China Minsheng Banking Corporation

Sino-life Asset Management Company (\$25 billion assets under management)

Shenzhen, China

Senior Analyst in Fixed Income, Research Department

2011

- Performed daily analysis on overseas markets, domestic monetary market, and domestic bond market
- Advised the investment department about critical issues in the bond market
- Established and managed a database for bonds aligning with company's specific investment criteria
- Created and streamlined standard operating procedure of internal bond investment process

Shenzhen Development Bank (First listed bank in China, merged with PingAn Bank)

Shenzhen, China

Relationship Manager, Financial Institutions Department

2005-2007

- Performed more than 48 financial institutions' credit analysis on new deals and renewals
- Developed new means to sell SDB's Derivative Financing Product through local commercial banks, which have special restrictions in derivative sales
- Selected to participate in a high-exposure project between SDB and securities companies in order to meet new regulatory requirements
- Managed deposits from insurance companies worth more than USD 160 million
- Verified 32 complex business agreements between SDB and other financial institutions

Industrial and Commercial Bank of China (ICBC)

Guangzhou, China

Analyst, Corporate Business Department

2002-2005

- Selected to manage the largest client, accounting for 50% of all-year revenue of the bank
- Performed commercial customers' credit and loan analysis

ADDITIONAL INFORMATION

- License of Inter-banks Domestic Monetary Market Trader in China, 2011
- Professional in Table Tennis