

Zack Feng

Cell: (437) 216-5236

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- Rich experience in customer acquisition, account success and client service.
- Logical thinking, effective communication and strong sales pitch and presentation.
- Ability to successfully navigate within varying degrees of ambiguity in a fast-paced environment.
- Ability to work under pressure, prioritizing tasks at hands to successfully meet deadlines.
- Customer obsessed, mechanism oriented and result driven.

WORK EXPERIENCE

2016.07– 2019.07

CHINA MERCHANTS SECURITIES CO., LTD.

BEIJING, CHINA

Senior Associate, Investment Banking Department

- Worked alongside the executive director of the team, drafting pitch playbooks which mainly include a general overview of the client, brief projection of the economy & industry and financial services we provide, and presenting them to board members of the potential client.
- Maintaining book of business with clients by frequent visiting and sending up-to-date research reports tailored to their needs.
- Participated in multiple IPO projects (Solar Energy, IT Security System, Waste Water Treatment and Chemical Water Treatment corporations respectively).
- Main duties including conducting thorough due diligence, revealing & solving potential legal & financial issues undermined, drafting & refining the prospectus and the valuation model of the listing company.

2015.05– 2016.06

DALIAN WANDA GROUP CO., LTD.

BEIJING, CHINA

Senior Project Manager, Capital Operation Centre

- Participated in the RMB 15 billion corporate bond issuing (Wanda Commercial Real Estate Co., Ltd.), main duties including data collection and analysis, roadshow organizing and pitching to key potential investors.
- Assisted in the overseas real-estate investment of Wanda Commercial Real Estate Co., Ltd., as well as post-investment project management, during which English was the main working language.

2012.07– 2015.04

JUNO CAPITAL GROUP CO., LTD.

BEIJING, CHINA

Senior Project Manager, Investment Management Department

- Project manager for a Chinese investment management company, main duty including conducting due diligence, building valuation models and equity structure, communicating with potential investors, drafting pitching materials, etc.
- Senior project manager for a solar power investment project, in charge of industry research, business due diligence, valuation model construction, etc., and completed the investment proposal for the panel review, which was highly recognized by the investment committee.

EDUCATION

2010.02 - 2012.02

Australian National University

CANBERRA, AUSTRALIA

MSc International Trade and Economic Relations

Core Modules: Microeconomics (A), International Trade Theory (A), Quantitative International Economics (A), Modeling the Open Economy (B)

2006.09 - 2009.10

Imperial College Business School

LONDON, UK

BSc Applied Business Management

Core Modules: Business Mathematics (A+), Statistics (A+), Econometrics (A), Accounting and Finance (B+), Financial Management (B+), Business Law (B)

**ADDITIONAL SKILLS IT
SKILLS**

MS Excel & PowerPoint, Visual Basic, MATLAB, Adobe Photoshop

LANGUAGES

English professionally proficient (IELTS 7.5), Chinese Mandarin (Native)