

SUMMARY

- Strong analytic background with Master's Degree in Applied Economics and banking experience
- Professional experience in advising clients and developing investment relationship using Mandarin
- Award-winning Violinist with undergraduate degree in Mathematics, Economics and Music

EXPERIENCE

Agricultural Bank of China Beijing, China

Finance Intern, September 2013 – January 2014

- Preprocessed data on maturing structured investment products and insurance to compute bank's commissions for ninth-ranked bank worldwide, according to American Banker in 2013
- Assisted in analyzing and forecasting bank's commissions for insurance and structured investment products
- Researched the market for structured investment products, regarding return, underlying assets, market news and regulation to recommend informed marketing strategy
- Reported to the department manager on sales of all sub-branches to monitor progress towards sales goals of insurance
- Facilitated work by coding multiple Excel spreadsheets to update insurance sales data in different reports spontaneously
- Monitored and reported to department manager on daily flow of funds of 27 sub-branches

Hang Tang Wealth Investment Management Co., Ltd Beijing, China

Trust Sales Representative, May 2012 – August 2012

- Launched 300+ cold calls each day and developed 70 potential clients for wealth management company that specializes in the trust industry
- Managed client relationships and communicated effectively on clients' investments to give advice on their asset allocation
- Pitched selected trust funds to high-net-wealth clients
- Provided clients with information regarding risk, return and regulatory prospects of various investment choices

EDUCATION

Georgetown University, Graduate School of Arts and Science, Washington, DC

Masters of Arts in Applied Economics, May 2014

Thesis: "The Impact of Exchange Rates on Employment in China" – Developed Mathematical Model to Perform Regression and Correlation Analysis on Exchange Rates and Employment Data

Relevant Finance Courses: Financial Economics, International Finance, Monetary Theory and Policy

Indiana University - Bloomington, Bloomington, Indiana

Triple Major: Bachelor of Arts in **Mathematics and Economics**, December 2012

Mathematics, Major GPA: 3.433; Economics, Major GPA: 3.545

Bachelor of Science in Recording Arts, December 2012

Dean's Scholarship (4 Years), Jacobs School of Music, Indiana University

EXTRACURRICULAR

Indiana University Chinese Students and Scholars Association Indiana University – Bloomington

External Activity Director, March 2009 – March 2010

- Initiated evaluation of the organization's overall performance to identify problems of the service of the organization
- Presented evaluation results and motivated discussion of the organization's objectives among student

leaders

- Improved the quality and efficiency of the organization's service, resulting in an increase in program participation
- Directed a 120 minute evening celebratory show and kept the timing error for the whole show within 2 minutes

Fixed Income Analyst Society, Member, Fixed Income Analyst Society, May 2014 - Present

Symphony Orchestra, *First Violinist*, Georgetown University, January 2013 - May 2013

Chinese Sports Club at Indiana University, *Soccer Player*, Indiana University, January 2011 - May 2012

Dream Corps International, *Volunteer*, Indiana University, September 2010 - December 2010

TECHNICAL AND LANGUAGE SKILLS

Proficient in MS Word, PowerPoint, Excel (Pivot Table, VLookup, Macro), VBA Coding, Bloomberg Terminal (Equity, FI, FX, Commodity)

Knowledge of SAS and SQL

Native in Mandarin