Ran DengAPT 2010 • 30 River Court • Jersey City, NJ 07310

(201) 423-5250 • [rd810@georgetown.edu](mailto:rd810@georgetown.edu)

**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 inRecording 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