

### **A brief introduction about yourself.**

1. Please name your file with “SURNAME + Given Name” (Surname should be in capital letters. For example, ZHANG Xiaoming, WARD Ashley)
2. You are encouraged to show how your backgrounds will contribute to the elite student body, such as professional career track as doctors, lawyers, auditors, etc.; overseas experience, entrepreneurial experience, publications, patent applications or grants, athletic or artistic achievements, having mastered several languages other than native language and English, etc..
3. Be objective and do not exaggerate.
4. Please write in the third person pronoun “He or She”, instead of “I”.
5. File format shall be in **WORD**. Font shall be Times New Roman, size 12.
6. Maximum 200 words for each, English and Chinese (if have)
7. English version is required for all students. For Chinese students, please provide both English and Chinese version.

#### Examples1:

ZHANG Yifan was born in Anhui, China, moved back and forth between Anhui and Beijing during his young age. He also spent 12 years studying and working in Canada. Yifan graduated from McMaster University with an Honours Bachelor’s degree in Science, majored in Mathematics and Statistics.

Upon graduation, Yifan joined Canada largest Telecom company, Rogers Communications, as a Business Analyst in the Enterprise Business Unit. During his time there, he managed a \$150M portfolio, covering 310K subscribers. He built business cases, and managed client communication plans and business inquiries. Through deep diving existing reporting and billing systems, he initiated a major upgrade project to optimize billing process and to improve reporting efficiency and accuracy. In early 2020, Yifan moved to a new career track. He worked as a Project Analyst at Cadillac Fairview; a leading commercial real estate company headquartered in Toronto. In this role, he managed two national operation platforms to support 35 properties and 1,500 employees across the country, mainly focusing on improving operations efficiency, delivering customer service excellence and promoting procurement digitalization.

Yifan is passionate about sports and technology; and he loves to explore new things and different industries.

张一帆出生于中国安徽，在北京和安徽两地学习长大，后去加拿大留学和工作12年。他毕业于加拿大麦克马斯特大学，获得荣誉科学学士学位，主修数学与统计。

在毕业后，一帆加入了当地最大的通讯科技公司，Rogers Communications，作为商业分析师就职于企业级业务部门。任职期间，他管理了年营收 \$150M 的业务线，覆盖 31 万用户。他模拟了多种商业营销方案，管理维护了客户需求和沟通

计划。通过深耕商业数据和账务系统，他发起了对现有系统和流程的简化、优化升级的项目。在 2020 年初，一帆转行加入多伦多知名商业地产公司，Cadillac Fairview，任职总部运营的项目分析师，负责管理运维两大公司平台，以对 35 个商业中心和 1500 名员工提供软件支持；致力于提升运营效率，提供优质客户服务，以及推进采购流程数字化。

一帆热爱各项体育运动，科技产品。他喜欢尝试新鲜事物，探索不同领域及各行各业。

#### Examples2:

Aoi graduated from Yokohama National University, in Japan, with a Bachelor's degree in Business Administration. As extracurricular activities, she was the head of the business club and planned and executed several projects, including a cosmetic event for female college students.

Upon graduation, Aoi joined Oracle Japan as an inside sales representative. She was responsible for developing and implementing the sales strategy for ERP to discover potential customers in the manufacturing industry. She optimized the lead nurturing process by making several improvements, and as a result, acquired a new big customer, a Japanese major high-tech company that was using a competitor's product, and expanded the business to its group companies.

After Oracle acquired NetSuite, a provider of cloud ERP for SMEs, she joined as an account executive, where she was engaging in proposing ERP implementations for digital transformation and IPO. She achieved +120% of sales target in FY2020 by initiating a cross-functional team and also contributed to the launch of NetSuite business in terms of formulating marketing and sales strategies and forging partnerships to enhance the Japan localization strategy.

Aoi loves to travel and exercise like yoga. She is always willing to try new things.