

RICHARD ZHENG

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EDUCATION

DUKE UNIVERSITY, The Fuqua School of Business, Durham, NC

Master of Business Administration, May 2009. GMAT: 720. GPA: 3.63/4.00. Concentration in Finance. Selected Corporate Relations Director of the Asian Business Club. Member of the Finance Club, Private Equity Club, Asset Management Club, and Social Impact Club. Attended Wall Street Prep Financial Modeling Training.

UNIVERSITY OF GEORGIA, Athens, GA

Master of Internet Technology, Internet Technology, May 2002. GPA: 3.91/4.00. Elected Vice President of the Chinese Student Association. Selected as project manager to create a marketing web site for an online real estate closing company. Selected as team leader to design and develop an online shopping site for a Turkish canned food company.

UNIVERSITY OF GEORGIA, Athens, GA

Bachelor of Business Administration, Management Information Systems, May 2001. GPA: 3.86/4.00. Presidential Scholar. Dean's List. Magna Cum Laude. Double majored in Finance. Awarded membership for Golden Key National Honor Society and Beta Gamma Sigma Honor Society.

EXPERIENCE

2011-Present

EPALS, Herndon, VA

Corporate Development Director

- Developed financial models, conducted due diligence, and structured deals for three acquisition targets within six months.
- Conducted research on markets, companies, and competitors, and prepared and presented internal investment memoranda.

2010-2011

KAPSCH TRAFFICCOM U.S. CORP, Sterling, VA

M&A and Strategy Manager

- Evaluated, conducted due diligence, and developed detailed financial models for acquisition targets.
- Executed and closed two acquisition deals successfully with a total deal value of over \$100 million.
- Developed and implemented a strategic business plan for the company in North America and built various business cases.

2007-2010

GREAT WALL CAPITAL PARTNERS, Tianjin, China

Investment Manager

- Sourced, analyzed, and followed through investment process with investments in China-centric companies.
- Researched, identified, and qualified new investment opportunities based on various investment criteria.
- Identified strategic fit and negotiated financing agreement with innovative growing companies across sectors.
- Facilitated meetings with portfolio companies to identify synergy and nurture long-term business growth.
- Established and maintained strong on-going relationships with investment banks and venture capital firms.

2005-2006

PRICEWATERHOUSECOOPERS, Atlanta, GA

Consultant

- Developed a cost reduction strategy for a global energy provider, resulting in 80% increase in efficiency.
- Designed a growth and best practice strategy for a leading insurance company in less than three months.
- Devised strategies and methods for the successful integration of resources for over 100 facilities of a leading hospital, resulting in cost savings in excess of \$6 million.
- Participated in sales activities including identifying opportunities, meeting with clients, negotiating deals, and managing client relationships, which helped bring in \$1 million business with federal government.

2002-2005

DIGITAL INSIGHT, Athens, GA

Web Software Developer

- Assembled a standards review team to set up a central documentation system, which reduced development and maintenance work by over 20,000 hours annually.
- Established online banking sites for more than 50 financial institutions in two years and subsequently won Star Employee Award for the lowest average project delivery time.
- Maintained and enhanced software for over 1,000 financial institutions and gained 100% of clients' satisfaction.
- Mentored three associate web software developers and helped them contribute to the team in less than a week.

1996-1999

CHINA GARDEN, Atlanta, GA

Founder

- Founded and managed three restaurants with 15% profit margin in the Atlanta metro area.
- Ensured customer satisfaction, addressed immediate customer concerns, and expanded customer base by 150%.
- Increased the number of employees from 8 to 24 and monitored employee performance and training.
- Increased daily sales by 200% within three months and sustained 5% annual growth.

ADDITIONAL INFORMATION

U.S. citizen. Fluent in Mandarin, Cantonese, and Japanese. Mentor for www.techxplore.org. Raised funds to help build a \$50,000 house for a family. Other interests include soccer, snow boarding, rafting, running, and swimming. What matters most in life is how much value one can bring to other people and the world, not how much wealth one possesses.