

## YI MA

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## EDUCATION

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

*Master of Business Administration, May, 2012.* Concentration in Finance. Event Officer of Chinese Fuqua Alumni Association. Active member in Outdoor Club.

**DONGBEI UNIVERSITY OF FINANCE & ECONOMICS**, Dalian, China

*Bachelor of Science in Economics, Major in Finance, July 2000.* Top 1% of the class. Distinguished Student award in all four years. President of GO(WEIQI) Club. Active practitioner in Educating Unprivileged Students Initiative and Project Hope.

## EXPERIENCE

2011 Summer **TEKELEC, MORRISVILLE, NC**

*Mobile network signaling equipment vendor*

**Product Line Management Intern, Broadband Network Service**

- Created market entry strategies and advised on action plans for newly developed Diameter Signaling Router.
- Collaborated with Strategic Marketing, interviewed industry analysts, and analyzed quarterly investor conference and press releases to perform industry research and competitor analysis.

2008-2010 **BOXIN CAPITAL, BEIJING, CHINA**

*Leading PE-Growth firm in China, \$2 billion assets under management*

**Investment Manager, Technology/Media/Telecom**

- Evaluated deals, conducted due diligence, performed financial modeling and valuation, developed investment memoranda, and presented to Investment Committee and Risk-Control Committee. Supported terms & conditions negotiation and closed two deals.
- Monitored operations of portfolio companies, assisted business development and operation improvement.
- Authored two chapters of USD fund offering memoranda and presented investment portfolio to institutional investors including Singapore Temasek and Canada Pension Plan.

2006-2008 **NOKIA SIEMENS NETWORKS, MUNICH, GERMANY**

**Manager, Global Solution Management, Broadband Access**

- Created and executed market entry strategies, handled all regulatory procedures, developed relationships with partners, and introduced solutions into China and Korea. Solutions generated \$120 million revenue.

2000-2006 **SIEMENS, BEIJING, CHINA**

**Consultant, Corporate Development & Strategy, 2002-2006**

- Selected as a member of the merger team in Munich Germany to develop and assess integration plans for the coming joint venture, Nokia Siemens Networks.
- Engaged in acquisitions to enhance service offerings of Communications Group. Performed competitive analyses, identified targets, conducted due diligence, evaluated employees, and developed and implemented post-acquisition strategies. Target companies included Chinese, Korean and Israel companies.
- Collaborated with global headquarters to conduct mobile phone competitive analysis, valuation of business unit and negotiations with potential buyers, contributed to Siemens Mobile Phone spin-off in 2005.
- Developed cross-selling model to improve synergy and facilitated execution across Siemens' business groups. Projects under the model contributed \$1.4 billion contract from 2004 to 2006.

**Analyst, Corporate Development & Strategy, 2000-2002**

- Supported strategic projects by performing industry research covered technology and telecom sector and interviewing industry experts and internal business stakeholders.

## ADDITIONAL INFORMATION

Certification: CFA Level II Candidate, Cisco Certified Internetwork Expert #11622

Hobbies: Photography, travel, equestrianism and GO (WEIQI). GO (WEIQI) Champion (U-12) in 1989 and 1990

Volunteer Activities: Clinton Foundation HIV/AIDS Initiative and Climate Initiative; Educating Unprivileged Students

Language: Chinese (native), English (fluent)