

# DUSTIN CHUNG RU SHEARN

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## EDUCATION

**Imperial College London, England**

**2013 - 2017**

Masters in Chemistry (Msci, Upper-Second Class Honours)

**Beijing Language and Culture University, Beijing**

**Feb - Aug 2018**

## WORK EXPERIENCE

**Summer Analyst in Creador (Private Equity Firm), Kuala Lumpur**

**July - September 2016**

- Deals/Investment department:
  - a) Performed market screening and research on a range of KLSE companies across different industries to identify potential candidates for acquisition.
  - b) Researched the property conveyancing processes in Malaysia, Singapore, India, England, Australia and New York. My findings highlighted various obstacles to a potential business idea mooted by the CEO.
  - c) Prepared presentation slides for team leaders' project and management meetings.
- In one of the portfolio companies:
  - a) Conducted pricing surveys at competitor outlets around Kuala Lumpur and Johor Bahru for over 300 products, which led to a pricing adjustment to improve competitiveness.
  - b) Performed large-volume data analysis of over 30 outlet locations to generate insights about the business and:
    - i. Presented suggestions to increase membership signups.
    - ii. Proposed targeted advertising approaches for low ticket items and higher priced products based on each outlets customer demographics and demand to minimise costs and maximise sales. These were adopted by management and deployed in the identified locations.
  - c) Identified severe deficiencies in inventory and data management which then became the top priority for management to address.

**Intern in CTOS (Malaysia's largest credit bureau), Kuala Lumpur**

**July - August 2013**

- Managed customer relationships by addressing face-to-face queries and credit check requests.
- Shadowed corporate sales teams to learn sales strategies for promoting and pitching the CTOS credit check service to clients' directors.
- Maintained regular contact with long-term subscribers to offer loyalty promotions and keep them informed of latest developments.

**Demonstrator & Technical Reviewer at ScienceWerkz, Kuala Lumpur**

**July - August 2012**

- Performed experiments with children and young adults in Kuala Lumpur schools to cultivate awareness and interest in Science, Technology, Engineering and Mathematics.
- Designed modern templates for manuals and rewrote content to help teachers who were not fluent in English.
- Devised new experiments for increased intellectual property content and more effective use of resources.

## LEADERSHIP EXPERIENCE

**Class Representative, Beijing Language and Culture University**

**February - June 2018**

- Helped to co-ordinate class activities with the students and field trips organised by the University, ensured everything went according to plan and dealt with any issues the other students had.

**Events Officer of the Imperial College Union Malaysian Society:**

**2014 - 2015**

- Organised inter-society competitions and ski trips to France.
- Collaborated with cultural societies of other universities, organised joint-events and managed a team of peers to provide essential services for the society.

## SKILLS AND ACTIVITIES

**Technical:** Python, Microsoft Office, LaTeX,

**Languages:** English (fluent), Mandarin (basic), Malay (basic)

**Volunteering:** Kechara Soup Kitchen, Tutor for A-Level Chemistry students

**Activities:** Imperial College Hip Hop Dance Team, Imperial College Lion Dance Team