

Ben QIU Xiangyu

Mobile: +86 130 1821 0030

Email: qiuxiangyu519@163.com

Skype: grek_bannings@live.com

Wechat: 13018210030



Personal Statement

I want to go for an internship in an Internet company in technology industry or entertainment and information industry. As a business school student, I'm open to the following positions, and my previous related experience also supports my capability in them, as explained below.

1. Strategy Management:

Prior to my undergraduate studies, I had experience in strategic decision-making related study and scientific research. By reading tons of academic papers made me aware of some knowledge that would be beneficial to increase firm performance. During the 2 years of research experience, I learned how to obtain information in useful databases, integrate resources collected, and discover new (research) opportunities based on existing articles and achievements made by others, then transform ideas to a research program and finally a well-organized paper. Thus, I learned how to design and advance a research project in detail, and collaborated with my supervisor on two and a half (currently in progress) papers.

2. Marketing:

I have taken a lot of courses on marketing and also led some group assignments. One of them was a business plan that I designed using internet and mobile app to promote an orchard. I did market analysis and carried out a specific implementation, which was highly appraised by my teacher. I believe I can apply what I have learned in work, as well as, I can see how this process can be done pragmatically in real work.

3. Finance:

My undergraduate major is finance, so I am fully qualified for positions related to capital operation, investment, and accounting in the company. I have a lot of project experience on various financial projects, investment income calculations in many courses, including all the common types of financial products. For example, use Monte-Carlo Simulation to price a hybrid bond called Gold-linked Notes, calculate the VaR of a given portfolio.

4. Business Development:

In my previous work experience, I served as an assistant to the Center for Israeli Studies of the University of Electronic Science and Technology of China, having experience in contacting different parties and organizing meetings and discussions. In addition, I had an internship in Sichuan Trust. The main job I completed there was to contact various small banks around China to strive for cooperation. Through this experience, I'm equipped with confidence to contact both parties. So, I can also be competent in the work of docking with other companies.

5. Analytics:

I also would like to go to the data analysis department to understand how big data are collected and processed. Although I have attended basic C language course, it is not enough to complete complex programming. I have the ability to analyze data when I participated in data analysis courses, and completed the course project of analyzing subway traffic using Tableau. I was able to produce visualization and offer suggestions to the project.

Finally, if possible, I hope to be able to transfer between the above positions and departments. From an overall perspective to observe the company, understand the company, familiarize with the structure and communicate between the various departments. In this way, I can better complete my job and tasks with a comprehensive outlook.

Education

Sep 2015 - Jun 2020	University of Electronic Science and Technology of China Bachelor of Finance	Chengdu, China
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Work Experience

Sep 2018 - Present	Center for Israeli Studies of the University of Electronic Science and Technology of China <i>Research Assistant</i> <ul style="list-style-type: none">• Collect research data and literature.• Data analysis, research model establishment.• Manuscript writing.• Reception of foreign guests (mostly Israeli visiting scholars).	Chengdu, China
Jun 2018 - Aug 2018	Chengdu Jincheng Sub-branch Comprehensive Management Department, Organization Agricultural Bank of China Co., Ltd. <i>Account Manager (Intern)</i> <ul style="list-style-type: none">• Basic accounting tasks to scrutinize financial documents and help to provide reports.	Chengdu, China
July 2017 - Sep 2017	Sichuan Trust Co., Ltd. <i>Sales Assistant</i> <ul style="list-style-type: none">• Liaised with small banks around China for cooperation, through phone, being the middle man between each general manager of banking finance department and my supervisor.	Chengdu, China
Nov 2016 – Jan 2017	Howard Johnson ZunYue Hotel Chengdu Co., Ltd. <i>Financial Assistant</i> <ul style="list-style-type: none">• Basic accounting task on financial documents.• Assisted in obtaining loans by providing documents to banks.	Chengdu, China

Skill Sets & Proficiency

Office Productivity	Microsoft Word, PowerPoint Microsoft Excel, Visio	Proficient Intermediate
Programming	C Python	Basic Basic
Data Analysis	Stata SPSS MATLAB EViews Tableau	Skilled Intermediate Intermediate Basic Basic
Non-technical Skills	Academic Research Project Management	Skilled Basic

Language Proficiency

Spoken	English – fluent; Mandarin – competent
Written	English – average; Chinese – competent

Additional Information

Interests	Travel, Food Appreciation, Model making
Activities	Volunteering (Translator) in Hackathon co-organized by China and Israel universities