

Florence Liu

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EDUCATION

Carnegie Mellon University

B.S. in Business Administration; Double Major in Statistics

Pittsburgh, PA

Expected 2025

- **Cumulative GPA:** 3.85/4.00
- **Relevant Coursework:** Statistics and Inference, Derivative Securities, Machine Learning, Valuation & Financial Modeling

WORK EXPERIENCE

Citigroup

Sales and Trading Summer Analyst

New York, NY

Jun 2024 – Aug 2024

- Rotated across SES Origination, FX Institutional Sales, and CLO Trading/Primary desks during a 10-week program
- Conducted pricing/structuring pitches on Margin Loans, Collar Financing, and Accelerated Share Repurchases for SES origination desk, collaborated with fellow interns on an equities floor long/short pitch, focused on hedging strategies
- Completed a project pitching 2 FX pairs, 2 equities, and achieving an overall individual portfolio return of approximately 7% in 10 days; assisted FX Quantitative Investment Strategies (QIS) team in updating methodologies of their macro indices
- Conducted daily market watch and authored comprehensive market recaps for G10 and EM currencies, providing timely insights on FX trends and macroeconomic developments to support the desk's trading strategies and client interactions
- Assisted pricing and execution of CLO new issuances, refinancing, and resetting deals, built and managed investor lists, and developed a cash flow model for CLO; created multiple Excel VBA models to automate trade blotters

Zenith Equity Research

Equity Research Analyst

Atlanta, GA

June 2023 – August 2023

- Led a team of 3 analysts in conducting equity research and stock pitches focused on ESG-related companies
- Provided training and guidance on Discounted Cash Flow (DCF) analysis, enhancing team members' ability to assess company valuations accurately; directed research by training the team in advanced data sourcing and ESG analysis
- Oversaw the team's stock pitch presentations, offering constructive feedback to enhance clarity and analytical rigor

Pebble Legacy Partners

Private Equity Analyst

Park City, UT

Jan 2023 – April 2023

- Generated and presented 15+ ad hoc industry reports and company pitches highlighting key trends to the firm's principals
- Conducted research on the Portable Toilet industry, evaluated the market size, and identified value creation initiatives; drafted a 12-page investment memo for a potential platform investment, and presented findings during IC meetings
- Sourced 50+ SMB targets within the industrial services, life sciences services and healthcare services based on financial criteria of EBITDA between \$2M and \$10M; outreached to potential sellers to set up introductory calls with management

CMU Statistics & Data Science/Economics Department

Teaching Assistant for Dr. Weinberg and Dr. Gasper

Pittsburgh, PA

Sep 2022 – Present

- Delivered 100+ lectures and discussion sessions as a teaching assistant for Dr. Weinberg for over 2 years; graded assignments and exams for 1000+ students, and provided detailed and personalized feedback on results
- Conducted weekly review sessions for 100+ students to clarify course material and answer questions from the week; coordinated and supervised study groups and office hours to support students and led weekly labs and recitations

LEADERSHIP EXPERIENCE

CMU Qatar Campus

Consultant

Doha, Qatar

Jan 2025 – Present

- Led an 8-week consulting project with Pakistan's top IT firm, JBS, working directly with CEO Veqar Islam to develop a two-phase expansion framework for a new global fulfillment center to support their expansion to the U.S.
- Conducted market research and stakeholder sessions (CAGE analyses) to present final recommendations on cost efficiency, stable infrastructure, and talent acquisition strategies; implemented a multi-criteria decision-making (MCDM) framework

CMU Tepper School of Business

Project Lead

Pittsburgh, PA

Sep 2023 – Dec 2023

- Led a team of 5 in structuring a unique digital option on interest rates for a hedge fund simulation in *Derivative Securities* class and incorporated different views on future rates to address both short-term projections and term structure slope
- Collaborated with 4 team members to develop and test a Heath-Jarrow-Morton (HJM) model; received the top mark in class

Smart Woman Securities

Research Board Analyst; Stock Pitch Team Lead

Pittsburgh, PA

Sep 2022 – June 2023

- Conducted daily macro market watch and comprehensive research for 10+ FIG companies; led a team of 3 to pitch NextEra Energy (NYSE: NEE) at the 2022 SWS Stock Pitch Competition, and secured 3rd place

SKILLS, CLUBS, INTERESTS

Languages & Skills: Fluent in English and Mandarin; Microsoft Suite, C++, R Studio, Python, LaTeX, Excel VBA

Other Clubs: Tepper Finance Group (STA Mentor), Scholars of Finance, CMU Summit, Smart Woman Securities

Interests: Piano, Softball, Drawing, Photography, Guitar, Traveling, Skiing