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| **Renji (Ricky) Mao** | | | | | | | | | |
| 235 Albany Street, Apt. 1102B  Cambridge, MA 02139  (617) 615-7327  ricky.mao@sloan.mit.edu | | | | | | | | | |
| **EDUCATION** | | | | | | | | | |
| **MIT SLOAN SCHOOL OF MANAGEMENT** | | | | Cambridge, MA | | | | | |
| *Candidate for Master of Finance, June 2013* | | | | | | | | Summer 2012 - Present | |
| * Relevant coursework: Financial Accounting, Advanced Corporate Finance, Portfolio Management, Analytics of Finance * Sloan Finance Club, Asia Business Club, VC/PE Club * GMAT 760 (99%) | | | | | | | | | |
| **FUDAN UNIVERSITY** | | Shanghai, China | | | | | | | |
| *Bachelor of Economics in Insurance* | | | | | | | | | 2008-2012 |
| * Major GPA 3.7/4.0; Overall GPA 3.6/4.0; Top 5% in department * 1st Class Freshmen Scholarship, awarded to top 20 out of 20,000 participants in Fudan University Pre-selection Test * Highest National Merit Scholarship, awarded to top 2% of students in every department | | | | | | | | | |
| **PROFESSIONAL EXPERIENCE** | | | | | | | | | |
| **EXALTARE CAPITAL PARTNERS**  **Private Equity firm focusing on US middle market opportunities** | | | | | | | Boston, MA | | |
| ***Intern Analyst*** | | | | | | | Summer 2012 - Present | | |
| * Screen transaction opportunities using comprehensive financial models (primarily LBO model) * Value and assist in executing leveraged transactions with aggregate value over $100 MM; Selected transactions: * $42 MM leveraged buyout of a tool holding and accessory company in Indianapolis with 35% expected IRR * $15 MM leveraged buyout of an international delivery company in Florida with 30% expected IRR * Analyze raw data on the revenue and cost stream of an acquired health club and provided advice on post-acquisition management * Attend conference calls with sell-side investment bankers and management teams to get details of the deals | | | | | | | | | |
| **CITIC SECURITIES CO., LTD**  **Leading Chinese Investment Bank** | | | | | | | Shanghai, China | | |
| ***Intern, Corporate Financing and Investing Department*** | | | | | | | Summer 2011 | | |
| * Conducted company research and evaluate company using comparable company analysis * Drafted pitch materials and roadshow slides * Performed business due diligence and interviewed relevant parties including company directors, project managers and target company competitors to support deal valuation | | | | | | | | | |
| **ROLAND BERGER STRATEGY CONSULTANTS**  **Leading European Strategy Consultancy** | | | | | | Shanghai, China | | | |
| ***Spring Intern Consultant*** | | | | | | Spring 2011 | | | |
| * Developed business strategies for an airline client to improve efficiency and reduce costs * Researched on client’s air catering business and discussed with consultants to find solutions for the client; Solution Examples: * Replaced fresh meal with frozen food as on-the-air meal supply to eliminate the waste of food * Reduced the supply of wine on economy class and substituted premium red wine for ordinary wine on first/business class * Carried out cost-cutting procedures on client’s behalf that would reduce annual cost by an estimated of ￥50MM | | | | | | | | | |
| **KPMG**  **Elite Program for Junor Students** | | | | Shanghai, China | | | | | |
| ***Winter Intern*** | | | | Winter 2011 | | | | | |
| * Prepared working paper files for expense, fixed asset, intangible asset, cash and equity section for 5 year-end audit engagements * Analyzed differences in current and previous financial statements and clarified reasons behind the numbers * Conducted reasonable test on significant changes and built part of the audit report | | | | | | | | | |
| **LEADERSHIP & ACTIVITIES** | | | | | | | | | |
| **ENTREPRENEURSHIP** | Shanghai, China | | | | | | | | |
| ***Team Leader- “2 Shine Project”*** | | | | | Summer 2009, 2010 | | | | |
| * Led a team to sell cooling plasters in university campuses to military trainees over two summers * Realized sales of more than ￥12,000 with a 50% profit margin | | | | | | | | | |
| **DEPARTMENT OF ACADEMICS, FUDAN UNIVERSITY** | | | Shanghai, China | | | | | | |
| ***President*** | | | Fall 2009-Summer 2010 | | | | | | |
| * Organized and seeked sponsorship for *Starry Forum*, the largest weekly lecture platform at Fudan University | | | | | | | | | |
| **SKILLS & INTERESTS** | | | | | | | | | |
| * CFA Level II Candidate; Proficient in Matlab, Visual Basic and Capital IQ; Fluent in Mandarin * Interests: Texas Hold'em poker, music composing, basketball, travelling, chess | | | | | | | | | |