刘洁睿

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教育经历

上海财经大学	工商管理丨学士丨商学院	中国·上海

- **成绩：**83.06/100（排名：前 25%）
- **荣誉：**2023-24 优秀毕业生，上海财经大学；2022-23 人民奖学金，二等奖；2021-22 人民奖学金，三等奖

2020.09 – 2024.06

香港科技大学 HKUST	管理学丨交换丨商学院	中国·香港

- **主修课程：**商业建模与优化 A、微观经济学 A-、商业法 B+ 等。

2023.01 – 2023.05

工作经历

渣打银行（中国）有限公司	中国·上海
企业与投资银行 客户交付专员	2024.11 – 至今

- **反洗钱和尽职调查：**依据相关制度和法律法规，负责开展跨国企业反洗钱和尽职调查工作，为新客户进行风险评估，制定风险评级，定期更新现存客户的风险等级，核查客户的业务性质、股权架构、制裁名单等；
- **企业账户开户：**协助客户经理团队进行企业银行账户开户流程，针对不同类型的客户准备不同的开户资料，核查开户材料真实性，同时与客户与后台部门积极沟通，确保在期限内为客户合规地开设银行账户。

摩根士丹利证券（中国）有限公司	中国·上海
法律合规部 合规实习生	2024.02 – 2024.06

- **政策研究：**独立进行投资银行业务相关的法律法规研究，撰写 5 份以上证券监管实践专题研究报告，如上市公司股东减持、个人信息跨境、分行业上市审核动态等，对比分析法律法规的变化及更新，为完善证券公司内部控制流程和合规流程提供参考，辅助合规分析师进行法律法规信息搜集和整理；
- **反洗钱：**协助开展公司日常合规反洗钱管理工作，明确投资银行反洗钱审核流程，利用 Dow Jones 平台进行全球各类制裁名单筛查，充分收集并核对各方信息，确保客户及关联方的合规性。

安永华明会计师事务所（特殊普通合伙）	中国·上海
审计 数据分析实习生	2022.07 – 2022.08

- **数据分析：**借助 Excel，Alteryx 自主编写脚本对客户财务数据进行收集并分析，识别财务数据中潜在审计风险。曾在某 IPO 审计项目中构建脚本进行数据清洗，处理过超 5 亿行的财务数据，产出风险合规报告；
- **风险管理：**参与不少于 5 个审计项目，同时在项目地和办公室与客户财务部门及安永审计团队沟通，在会议中更好地理解客户需求，以获取数据并协调项目团队的工作，以更好识别审计风险。

项目经历

中信建投证券股份有限公司	中国·北京
电力设备与新能源 光伏行业研究	2023.05 – 2023.08

- **数据分析：**搜集和规整光伏行业产业链大量数据，维护行业数据库，搭建并优化财务分析模型，对光伏产业链各环节的产品搭建财务模型进行定性和定量分析；
- **行业研究：**参与行业调研与访谈，研究期间撰写不少于 20 份会议纪要，善于挖掘、总结、归纳行业内部信息。撰写日报、周报，研究期间参与光伏玻璃行业某公司研究报告撰写。

基于用户行为聚类的航空公司营销策略分析	中国·上海
数据挖掘课程项目 主要负责人	2022.10 – 2022.12

- **数据挖掘：**对数据集进行数据预处理，根据数据的特点对数据进行数据清洗，挖掘其内在关系，基 RFM 模型和现有数据集，引入新的变量，利用 K-Means 和层次聚类等方法进行聚类分析，并进行聚类效果评价；
- **商业分析：**根据聚类结果，总结了不同用户的消费特点，针对不同的用户群制定了特定的营销策略。

相关证书

比赛：2023 年德勤数字化精英挑战赛-季军

语言：英语：雅思 IELTS 7.0；普通话：一级乙等；

技术：熟练掌握 Python (NumPy, Pandas), Microsoft Excel, Alteryx 等数据分析工具。

Jierui Liu

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EDUCATION

Shanghai University of Finance & Economics   **Shanghai, China**
Bachelor of Management, College of Business   Sep.2020 – Jun.2024
    GPA: 83.06/100 (Ranking: Top 25%)
    Honors: 2023-24 Excellent Graduate, 2022-23 2nd Prize Scholarship, 2021-22 3rd Prize Scholarship
The Hong Kong University of Science and Technology   **Kowloon, Hong Kong**
Exchange Student, School of Business and Management   Jan.2023 – May.2023

PROFESSIONAL EXPERIENCE

Standard Chartered Bank (China) Limited   **Shanghai, China**
Specialist, Client Delivery | Corporate & Investment Banking   Nov.2024 – Now
- ***Anti-money Laundering*** – Based on the standards and local regulations, conducted Client Due Diligence and AML procedures in the client's onboarding and periodic review. Evaluated the risk of each client in Client Risk Assessment procedures by investigating the clients' business nature, organzations, PEP relations, sanction hits, etc.
- ***Account Opening*** – Open bank accounts for the Global Companies with Relationship Managers. Operation and Compliance team. Prepared a specific doc list for each type of client and verified the documents submitted on time.

Morgan Stanley Securities (China) Co., Ltd   **Shanghai, China**
Compliance Intern | Legal & Compliance   Feb.2024 – Jun.2024
- ***Policy Research*** – Independently researched laws and regulations related to investment banking, and authored 5+ reports on topics about financial regulatory practice in the Chinese securities market. Comparatively analyzed updates of laws to provide references to improve the internal control of the firm.
- ***Anti-money Laundering*** – Assisted the company's AML management and conducted name screening and global sanction screening through the Dow Jones platform to ensure the compliance of our ongoing and potential clients and their related parties. Maintained the KYC information of our clients.

Ernst & Young Hua Ming LLP   **Shanghai, China**
Data Analytics Intern | Assurance   Jul.2022 – Aug.2022
- ***Data Analytics*** – Analyzed customers' financial data by Excel and Alteryx. Processed over 500 million rows of data in a project, and generated more than 5 data auditing risk reports during the internship.
- ***Risk Auditing*** – Participated in more than 5 audit projects, and collaborated with clients' financial departments and Ernst & Young audit teams to identify and mitigate audit risks throughout the procedures.

PROJECT EXPERIENCE

Equity Research in Solar Energy – China Securities Company Limited   **Beijing, China**
Equity Research Assistant   May.2023 – Aug.2023
- ***Database Maintenance*** – Collected and maintained data related to Solar Energy. Independently built financial analysis models for qualitative and quantitative analysis, handling over 10 databases.
- ***Desk Research*** – Assisted more than 20 interviews and wrote meeting summaries. Authored daily and weekly reports and contributed to an in-depth company research report on the PV glass market.

Analysis of Airline Marketing Strategies Based on User Behavior Clustering   **Shanghai, China**
Capstone Project in Data Mining, Leader   Oct.2022 – Dec.2022
- ***Data Mining*** – Conducted data preprocessing and exploratory analysis. Utilized K-Means, DBSCAN, and hierarchical clustering methods to divide the samples into clusters and evaluated clustering effects.
- ***Business Analytics*** – Summarized the characteristics of various user clusters based on the results and developed the company's marketing strategies for each cluster leveraging marketing principles.

SKILLS & ACTIVITIES

Competitions: 2023 Deloitte Digital Camp: The 2nd Runner-Up
Skills: Python (NumPy, Pandas), Microsoft Excel, Alteryx, Microsoft PowerPoint
Languages: Native in Chinese (Mandarin), Fluent in English (IELTS 7.0)