

# Kelly (Jialin) Zhang

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## EDUCATION

### London Business School

*Master of Science in Financial Analysis*

**London, UK**

Sep 2021 - Dec 2022

- **GPA:** Distinction (Expected)
- **Relevant Coursework:** Investment Fundamentals, Asset Management, World Economy

### New York University

*Bachelor of Arts in Economics & Psychology*

**New York, NY**

Sep 2018 - May 2021

- **GPA:** 3.7 / 4.0
- **Relevant Coursework:** Econometrics, Statistics for Business Control & Regression / Forecasting Models, Financial Accounting, Management & Organizations
- **Awards:** Second Place in 2018 PwC Case Competition, 2019 Dean's List, 2021 University Honors Scholar

## PROFESSIONAL EXPERIENCE

### RAIA VC Fund

*Intern, Investment Department*

**Remote**

Sep 2021 - Present

- Organized analysis on inspection of robot company to expand its prospects of entering the Chinese market

### Greenwoods Asset Management

*Intern, Private Equity Research*

**Shanghai, CN**

Jul 2021 - Aug 2021

- Conducted in-depth research in dental medical device industry, drafted and presented a 30-page research report

#### Selected Transaction Experience:

Underwriting of a 110M RMB investment in healthcare company:

- Built a cash flow model, calculated holding period return, and analyzed the development trend and competition pattern of consumer retail industry by conducting peer benchmarking analysis
- Drafted a 13-page investment committee memo

### CICC

*Intern, Investment Banking Department*

**Chengdu, CN**

Jul 2020 - Aug 2020

- Drafted a 30-page pitch book covering consumer retail industry overview, target company analysis, valuations, peer benchmarking analysis and presented to senior management and external clients
- Conducted a comprehensive research of M&A trends in consumer retail industry, covering the fundamentals, synergies and potential risks

#### Selected Transaction Experience:

68M RMB A-Share IPO of an AI company:

- Contributed to due diligence work streams covering audits of ownership structure, analysis on trademarks and patents, etc.
- Conducted a comprehensive industry research by analyzing business models, unique selling points, future growth potential and capex needs, and performed valuation by building a DCF model
- Co-drafted IPO prospectus and organized the logistics of roadshow presentations

### Bosera Asset Management

*Intern, Research Department*

**Shenzhen, CN**

Jul 2019 - Aug 2019

- Analyzed revenue structure, margin evolution and future cash flow forecasts for three companies covering the consumer retail industry; co-drafted weekly briefing reports for internal and external circulation
- Liaised with colleagues from various departments to prepare analysis of consumer electronics industry for institutional clients, including market trends and SWOT analysis of target companies

## LEADERSHIP EXPERIENCE

### Global China Connection

*President*

**New York, NY**

Sep 2017 - May 2019

- Led a team of 12 in planning and organizing a Speakers Series, attracting 6 guest speakers and 70 participants
- Arranged 3 networking sessions per semester for students to connect with professional alumni

### Tennis Club

*Secretary*

**New York, NY**

Feb 2018 - May 2019

- Organized weekly meetings, and coordinated training sessions for the academic year and inter-collegial matches
- Held fundraising activities, marketing and recruitment work streams

## SKILLS & INTERESTS

- **Computer Skills:** Python, R, MS Office Suite
- **Languages:** English (Business Proficient), Mandarin Chinese (Native)
- **Interests:** Tennis, Piano, Calligraphy, Scuba Diving