

QIAN ZHANG

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EDUCATION AND HONORS

CLAREMONT McKENNA COLLEGE, Claremont, CA

May 2013

Master of Arts in Finance

AGNES SCOTT COLLEGE, Decatur, GA

May 2010

Bachelor of Arts, *Economics and Mathematics Double Major, Magna Cum Laude*

Cumulative GPA: 3.9/4.0

Awards: Dean's Honor List, *Phi Beta Kappa*, *Omicron Delta Epsilon* and Economics Research Scholar

AMERICAN UNIVERSITY, Washington, DC

January-May 2009

Washington Semester Program, Economic Policy

GPA: 4.0/4.0 Dean's Scholarship

EXPERIENCE

TREASURY DEPARTMENT, Asset Appraisal Department, Hefei, ANHUI

June-August 2012

Summer Intern

- Learned the standard procedure such as Delphi method, for risk evaluation of infrastructure projects and gained knowledge of asset appraisal in architectural costs
- Provided journal research report for *Xiao Gang County* water pollution project
- Assisted organization of two project bidding meetings, recorded meeting minutes, and gained experience in governmental project bidding procedure and event-hosting skills

HUA'AN FUTURES LTD CO., Commodity Futures Department, Hefei, ANHUI

July 2011-April 2012

Client-relation Manager

- Created and trained a team of six members to conduct telemarketing and generate new clients; brought 2 million RMB fund to department in third quarter
- Provided daily market research and market analysis information to five private investors
- Coordinated with Research Department to provide hedging plans for corporate investors
- Increased the team sales by 140% in third quarter 2011

CLEAR CONNECTIONS INC, Business-to-Business Sales, Vienna, VA

July 2011-April 2012

Team Leader

- Managed and mentored sales team of 5 marketing for Telecom Verizon; team ranked top 20% in nation by sales revenue
- Ranked top 10% personal sales -based on commissions and customer satisfaction
- Interviewed new salesmen weekly and improved interpersonal and communication skills
- Organized orientation and in-house training for new salesmen

HSBC USA- Governmental Banking, Washington, DC

Feb-May 2009

Compliance Intern

- Analyzed 20-30 bank accounts and transactions, provided credit reports of special categorized clients (SCCs, e.g., ambassadors), and assisted 7-10 SCCs to open accounts daily
 - Worked with one Embassy officials, conducted monthly cash reports and completed Embassy scholarship report
 - Learned new software and systems such as WorldCheck, Lotus, and ImageCheck and gained knowledge of anti-money laundry compliance and international laws
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STUDENT LEADERSHIP

Secretary and Election Chair, Student Government Association

January-May 2010

Treasurer, Mortar Board

August 2009-May 2010

Student Representative, Board of Trustees of Agnes Scott College

September 2009-May 2010

Treasurer and Student Development Fund Chair, Student Senate

August 2009-January 2010

SKILLS

Language: Fluent in English and Chinese, Basic in Japanese and French

Technical: Proficient in STATA, SSPS, MAPLE, MATHEMATICA, DATATEL