

Xilong Liu
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EDUCATION

Lehigh University, Bethlehem, PA Aug. 2019 – May 2023
B.S., Business and Economics, GPA: 3.40, Majors: Finance and Management | Minor: Financial Technology

PROFESSIONAL EXPERIENCE

CITIC Securities, Shanghai, China Aug 2022 – Oct 2022
Summer Training Program – Participant

- Attend daily lectures and training workshops; consulting with full-time employees on the financial plan for three key corporate clients

China Merchants Securities Co., Ltd., Shenzhen, China June 2022 – Aug 2022
Intern Associate, Industry Research (Remote)

- Analyzed company fundamentals regarding business model, competitive advantage, management, corporate governance, market share and the growth potential along with macroeconomic conditions
- Integrated relevant policies on the employment-oriented online service industry in the Chinese market
- Performed research on M&A cases in the industry by tracking relevant data and information, reviewing transaction structure, analyzing post-M&A performance, and calculating changes in valuation multiples
- Assisted with due diligence: market sizing, competitive analysis, technical diligence, and financial analysis
- Prepared materials for team meetings and investment committee discussions

Mountaintop Summer Research Program, Lehigh University, Bethlehem, PA May 2022 – Aug 2022
Finance and Marketing Team Member, Pennsylvania Index of Companies

- Created a user interface to showcase the value of all Pennsylvania publicly traded companies
- Used latex to create marketing and fact sheet for Pennsylvania top 100 index, updated real-time index value and exchanges from Bloomberg
- Built project and team profiles and contacted school and local publications to advertise our project

RUIQUN Business Consulting Co. Ltd. Boston, MA Aug 2021 – Present
Consultant & Promoter (Part-time, Remote)

- Organized and promoted social media operation/management and helped clients process course appraisals
- Created/developed marketing strategy with the manager once per month, offering constructive suggestions
- Achieved enrollment of 50+ students for AUIA international summer school worth 1+ million RMB

Haitong Securities Co., LTD, Shenzhen, China May 2020 – Aug 2020
Intern, Industry Research & Equity Analysis

- Analyzed the fundamentals of the company, including business model, competitive advantage, management, and corporate governance as business research
- Jointly researched and analyzed three A-share stocks with two stock managers to complete a long-term profitable stock trend project as stock analysis
- Followed stocks and wrote stock trend reports and financial projections for clients as investment advice

Industrial Bank Co. LTD, Shenzhen, China 2019 June 2019 – Aug 2019
Intern, Credit Analysis

- Reviewed a 1-billion-yuan urban renewal project loan of a medium-sized private real estate company
- Independently modeled, built, and tested business customer credit rating system
- Performed on-site due diligence on the progress of project investment and development

EXTRACURRICULAR & SKILLS

Lehigh University Teaching Assistant, *Corporate Finance & Intro to Finance* Dec 2021 – Feb 2022
AUIA Summer School Teaching Assistant, *Financial Markets & Investments* May 2022 – July 2022
CEC (Chinese Elite Consortium), *Department Member* Mar 2022 – Present

--Planned & organized global stock competition for Chinese college students

Lehigh University Basketball Club, Player/Participant Aug 2019 – Present

Skills: Google Analytics (Certified), Python, R, SQL, Javascript; Mandarin (Native), English (Fluent), Cantonese (Fluent)