MING JIA

EDUCATION

New York University | Leonard N. Stern School of Business

New York, NY Graduated May 2015

Bachelor of Science in Finance and Economics, Minor in Anthropology

Cumulative GPA: **3.53/4.0** (Dean's List) SAT: **2270/2400** (720 CR, 770 M, 780 W)

Prague, Czech Republic Aug 2012 – Dec 2012

New York University in Prague Cumulative GPA: 3.8/4.0

PROFESSIONAL EXPERIENCE

Credit Suisse Global Markets

New York, NY

Foreign Exchange Derivatives Trader Nov 2016 – Present

- Value and trade vanilla and exotic foreign exchange derivative contracts in the G10 space alongside senior traders, responding to incoming flow and leveraging counterparty relationships to generate revenue, hedge appropriate risks, and provide liquidity to clients
- Propose new options trade opportunities to our sales force, identifying market trends while utilizing market research and relative value analysis to structure derivative products which meet the clients' individual needs
- Enhance current pricing, risk management, and valuation systems by designing flexible and responsive models driven by live market data, collaborating closely with senior traders and quantitative analysts
- Support the team with administrative risk management responsibilities such as managing P&L analysis, as well as reporting and managing barrier risks and ensuring the smooth transition of the books between trading zones

Credit Suisse Global Markets

New York, NY

Global Macro Products Cross Asset Sales Analyst

Jul 2015 – Nov 2016

- Execute client flow in foreign exchange and interest rate products both in cash and derivative space, generating an average of \$350,000 per month in revenue, totaling over \$4,500,000 in one production year
- Nurture strong relationships with existing client base, and support senior salespeople in all daily functions as their primary back-up
- Work with both the hedge fund and real money community in assisting their asset management strategies, providing solutions to both protective and speculative needs
- Manage team-oriented tasks such as compiling a weekly document of client flows and themes, writing an end-of-day summary for both clients and colleagues, and creating a Macro Call distribution to circulate ideas and relevant research internally

The Princeton Review

New York, NY

Marketing Representative

Mar 2012 - Jul 2015

- Create and deliver presentations to academic organizations (NYU, Columbia University, Stuyvesant High School) at over 20 events as a representative of The Princeton Review
- Collaborate with a team to develop new teaching and advertising collateral, making edits based on student feedback, testing changes, and competitors in the test preparation industry
- Engage potential customers in various high school and graduate programs through advertising campaigns and marketing efforts

The Princeton Review

New York, NY

Institutional Teacher / Private Tutor

- Nov 2011 Jul 2015
- Provide high school-level students with SAT preparation, using company textbooks to create lesson plans that address each classroom's holistic needs in writing, mathematics, and critical reading spaces
- Worked on a one-on-one basis with students who needed private tutoring, analyzing their score trends to determine areas of weakness and develop a plan of attack to address various needs across all tested topics

LEADERSHIP EXPERIENCE

United States Air Force

New York, NY

Airman/Cadet, Honorable Discharge

Jun 2011 – Oct 2012

- Acted as Rotational Commander to lead class of over 25 cadets through the first six weeks of training
- Collaborated with professional cadre to organize 3 corps events per week, including social, academic, and physical training events
- Operated as liaison to cadre by providing weekly assessments and evaluation reports of the cadet class

NYU Stern Women in Business Society

New York, NY

Sponsorships Director

Jun 2013 - Jun 2014

- Manage relationships with over 30 companies interested in sponsoring the society's annual Business Conference
- Fundraise over \$15,000 to organize the conference for over 150 students from over 20 campuses across the nation

Delta Sigma Pi Fraternity

New York, NY

Chancellor

Feb 2013 – May 2015

- Oversaw weekly meetings, creating the agenda and liaising between the fraternity executive board and members to make sure all relevant topics were being addressed
- Promote positive relations between the fraternity members and over 1500 students by organizing and attending social events

SKILLS & INTERESTS

Languages & Skills: Mandarin Chinese, Bloomberg, Microsoft Excel, Python, VBA, PowerPoint, Keynote, Capital IQ, FactSet Certifications: FINRA Series 7, Series 63 licenses