

XIUPING LI
4 Arlington Street, #12A
Cambridge, MA 02140
617-876-6860
e-mail: xiuping@mit.edu

Education

- 1999-2001 **MIT SLOAN SCHOOL OF MANAGEMENT** **CAMBRIDGE, MA**
Candidate for MBA, Financial Management Track
- Co-President of Finance Club, member of MediaTech Club
- 1997 - 1999 **UNIVERSITY OF CALIFORNIA, SANTA CRUZ** **SANTA CRUZ, CA**
Master of Science in Applied Economics and Finance
- Awarded merit-based UC Regents' Fellowship
- 1990 - 1994 **NANKAI UNIVERSITY** **TIANJIN, CHINA**
Bachelor of Science in Finance
- Graduated in the top 2% of 150 students

Experience

- Summer 2000 **GOLDMAN, SACHS & CO.** **NEW YORK, NY**
Summer Associate, Investment Banking Division, Financial Institution and Telecom Groups
- Analyzed financial institution merger market, performed comparable analyses, and drafted strategic rationale and negotiation techniques to advise client on \$1 billion potential acquisition
 - Participated in AIG's \$1.2 billion acquisition of HSB Group. Interacted with client to organize data room and oversee due diligence process. Prepared presentation materials and evaluation analyses for client's executive committee
 - Helped insurance company draft IPO Prospectus and road-show presentation and provided advisory services on Demutualization process
 - Assisted in identifying and evaluating potential strategic partners for emerging telecom company
- 1999 **INFINITY FINANCIAL TECHNOLOGY, INC.** **MOUNTAIN VIEW, CA**
Consultant, Opus Product Group
Provided financial knowledge and technology consulting for product enhancement
- Coordinated with the Financial Engineering Group and the Software Development Group to integrate financial analytics into Derivative Trading and Risk Management software to address market needs
 - Led a four-person team on Opus Value-At-Risk (VAR) application enhancement project. Co-authored a working paper titled "Empirical comparison between partial derivative hedging and VAR hedging". Organized the demo of VAR application for potential clients
- Summer 1998 **WELLS FARGO BANK** **SAN FRANCISCO, CA**
Business Consultant Intern, Business Banking Division
Developed small business lending strategies based on market research and credit analysis results
- Conducted Y2K risk analysis based on survey of 5,300 existing customers
 - Researched new methodology to identify risky accounts in the initial underwriting process
- 1994 - 1997 **BANK OF CHINA, HEADQUARTERS** **BEIJING, CHINA**
Senior Financial Analyst, Business Development Department
Provided business development strategic consulting for business units, specializing in credit lending business development, risk management and capital management
- Designed and implemented strategies to expand the corporate lending business into high-profit market sectors including the high-tech, automobile and real estate industries
 - Recommended and implemented capital management strategies in response to financial regulation changes, including using alternative fund-raising sources to reduce costs and strengthening risk control of inter-bank borrowing and lending

Personal

- Enjoy swimming, tennis and Latin dance. Won First-prize in MIT 1999 table tennis competition. Native Mandarin speaker.