ALEX S. CHANG

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WORK EXPERIENCE

MORGAN STANLEY, INC. *2005-2007*
Financial Advisor **– Global Wealth Management Group**, Walnut Creek, CA
Provide financial advisory to and gather assets from: high net worth individuals and company 401(k) plans.

- Manages client portfolios to maximize return while maintaining appropriate levels of risk.
- Provide advice and implement hedging strategies for high net worth clients with concentrated stock positions.
- Researched, identified and won: two 401k plans each with over $5 million in Assets Under Management.

MERRILL LYNCH & CO., INC. *2001-2005*
International Financial Advisor **– Global Private Client Group**, San Francisco, CA
Provide financial advisory to and gather assets from: high net worth individuals domestic and abroad.

- Managed client portfolios to maximize return while maintaining appropriate levels of risk.
- Provided advice and implemented hedging strategies and tax efficient strategies for high net worth non-resident alien (NRA) clients.
- Researched, identified and won: four 401k plans each with over $5 million in Assets Under Management.

EA.COM (online subsidiary of ELECTRONIC ARTS) *2000-2001*
Senior Financial Analyst/Revenue Manager **– Financial Planning and Analysis**, Redwood City, CA
Partnered with Marketing & Sales executives to develop business models to validate sales and marketing strategies and initiatives.

- Designed, built, and maintained online traffic/revenue model to drive advertising, subscription, e-commerce, and online packaged goods assumptions that are used to formulate bottoms-up revenue forecast for EA.com worldwide.
- Created fiscal year spending; Created and updated monthly and quarterly forecasts.
- Provided variance analysis by function comparing plan vs. forecast, and actual results.
- Developed financial models and performed sensitivity analyses for the Pogo.com acquisition.
- Assisted in developing adequate process flows and system solutions to support EA.com Online business.

BEAR, STEARNS & CO., INC. *1998-1999*
Associate **– Financial Analytics & Structured Transactions (F.A.S.T.)**, New York, NY
Financial structurer/modeler responsible for valuing, reverse-engineering, and structuring adjustable rate mortgage-backed securities (ARMBS).

- Responsible for collateral and capital structures: including collateral and bond yield maintenance, prepayment and default analysis, and senior/subordinated structures.
- Modeled ARMBS deals using in-house proprietary software to value and measure the risks inherent in re-securitized derivative deals.
- Provided in-depth analytics, programming, and forecasting models for ARMBS trading desk for bids.
- Measured ARMBS exposure to interest rate risk by conducting duration and yield sensitivity analyses and reviewed hedging techniques with ARMBS trading desk.
- Created and produced weekly ARMBS Whole Loan and Agency Loan offering packets (totaling over $500 million in inventory) which is distributed to sales force in US and abroad.
- Facilitated trades on trading desk.
- Maintained and updated ARMBS monthly factors in proprietary database.

MERRILL LYNCH & CO., INC. *Summer 1997*
Summer Associate **– Institutional Sales & Trading**, San Francisco, CA & New York, NY
Participated in rotational internship program and gained practical experience in institutional sales & trading.

- Developed understanding of equities, fixed-income, convertible, and derivatives sales and trading through direct exposure to the trading desk. Served as an associate on the convertible and derivatives desk.
- Researched and presented investment opportunities to block traders and research sales people.
- Authored summary reports for "IPO conference calls" and participated in IPO Road Shows.
- Researched and identified 25 potential clients, each with over $500 million in Assets Under Management.
- Created client portfolio performance-tracking spreadsheets through ML EquityScreen.
- Developed trade allocation manual and trained other summer interns in allocating equity trades.

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WELLS FARGO & CO. *1991-1996*

Consultant/ Senior Financial Analyst **- Corporate Strategic Planning Group**, San Francisco, CA

Partnered with senior management and McKinsey & Co. consultants to identify and address critical divisional and corporate strategic issues. Developed and implemented recommendations.

- Tracked performance of all key bank products for Chairman and Vice Chairmen. Coordinated cross-division personnel, implemented reporting policies and designed graphical financial reports.
- Designed and developed surveys and automated computer tracking reports to analyze retail branch workflow resulting in restructured branch distribution system.
- Reengineered direct mail credit card program. Established new rating parameters to improve hit rate while maintaining acceptable delinquency and default rates. Achieved a 7% response rate vs. traditional 3%.
- Researched and analyzed Investment Services Group retail compensation strategy. Recommended strategic changes resulting in over $8 million in sales commission savings while exceeded aggressive sales goal by 15%
- Consulted with managers from all functional areas to develop and implement cost-cutting strategies for largest ever bank merger at the time (First Interstate/Wells Fargo).
- Organized and led project teams to benchmark performance and conduct competitive analysis.

EDUCATION

UNIVERSITY of SOUTHERN CALIFORNIA - Marshall School of Business, Los Angeles, CA *1998*

Master of Business Administration, Concentration: Finance

- Portfolio Co-Manager - Provident Growth Endowment Fund, Los Angeles, CA
  - Selected as one of four students out of entire MBA class to actively manage $600,000 of the University's endowment.
  - Managed a portfolio of 20-30 growth equities using bottoms-up fundamental analysis.
  - Developed models analyzing operating, management, and valuation aspects of targeted equities.
  - Achieved a 47.3% ROI from 4/1/97 to 4/1/98.
- Vice President: American Finance Association

UNIVERSITY of CALIFORNIA at BERKELEY - Haas School of Business, Berkeley, CA *1991*

Bachelor of Science, Major: Business Administration

- Co-Chair: Undergraduate Finance Association, Professional Affairs Committee
- Treasurer: Pi Kappa Phi fraternity.
- Personally financed college education by working 20 hours weekly as a teller at Wells Fargo Bank in Orinda.

ADDITIONAL INFORMATION

- Candidate: Chartered Financial Analyst (CFA), Level 1.
- Professional Licenses: Series 7, Series 66, Series 31, California Insurance License: Life Agent, & Variable Contracts.
- Language: fluent in written and oral Mandarin Chinese and Taiwanese.
- Computer: proficient in Bloomberg, Bear Stearns HYDRA, Thompson One, SQL, C, Business Objects, Pillar, Hyperion, and MS Office applications.
- Interests include: the stock market, martial arts, weight training, snow skiing, golf, and classical piano.