

# XIN XIN

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## EDUCATION

**California State University, Los Angeles (Cal State LA), US**

**Aug 2016 – May 2019**

*Master; Major in Accounting, Public and Financial Accounting Option*

- GPA: 3.8 / 4.0
- Honors/Rewards: Special Recognition in Graduate Studies 2017  
Special Recognition in Graduate Studies 2018
- Main Courses: Auditing; Government and Non-for-Profit Accounting; Taxation of Corporation and Shareholders

**Northeast Agricultural University (NEAU), Harbin, China**

**Sep 2012 – June/2016**

*Bachelor; Major in Law, Minor in Finance*

- GPA: 3.5 / 4.0 (Law)
- Honors/Rewards: 2014-2015 Year Merit Scholarship of NEAU  
2013-2014 Year Second-Class Scholarship and Merit Student of NEAU  
2012-2013 Year Third-Class Scholarship of NEAU
- Main Courses: Civil Law, Contract Law, Criminal Law, International Law

## WORKING EXPERIENCE

**Ping An Life Insurance of China Ltd. (Headquarters), Shenzhen, China**

**May 2022 – Present**

*Business Input-Output Management, Sales Planning Team, Sales Management Department*

- Allocate cost budget based on business achievement of all provincial branches nationwide. Collect the budget plans from all branches with the given cost budget and analyze the cost achieving rate in six parts, namely business (sales), salesmen developing, customers developing, salesmen training, excellent salesmen recruiting, and small branches managing.
- Assist in examining agent incentive mechanism of six parts to ensure that new plans are under regulations
- Compose quarterly reports, focusing on cost in-put and KPI output of the whole Personal Agents Channel to Ping An Group
- Assist in making regulations of agent incentive mechanism to reduce compliance risks
- Help improve the function of Ping An Digital Pocket apps by providing requirements to product managers, ones are internal apps that serve for our registered salespeople and employees.

**Ping An Life Insurance of China Ltd. (Headquarters), Shenzhen, China**

**Jan 2021 – April 2022**

*Insurance Fraud Risk Management, Legal Compliance Team, Internal Control Management Department*

- Optimized *Risk Events Reporting System*: about 100 columns and 10 functions
- Composed monthly report of risk events and administrative penalties data of all 45 provincial branches
- Examined internal fraud risk and wrote report to China Banking and Insurance Regulatory Commission
- Formulated *Crackdown on Gang Crime Program* regulations

- Organized monthly meeting with 45 provincial branches
- **Honors:** 2021 Year Outstanding Student of New Employee Training

### **Taiping Life Insurance Co., Ltd. (Shenzhen Branch), China**

**May 2020 – Dec 2021**

*Business Management Trainee, Second Branch in Futian District, Shenzhen Branch*

- Trained in several core business departments: Personal Agents Department, Banking Insurance Department, Customer Service Department, Operation Service Department, Telemarketing Sales Department
- Implemented routine works in five departments: Personal Agents Department, Human Resources Department, Finance Department, Administration Office Department, and the Employee Union.
- Assisted in training salesmen and tracked their business performances
- Formulated incentive mechanism for salesmen
- Managed all the financial affairs in Second Branch in Futian District
- Assisted in holding customer activities
- **Honors:** 2020 Year Outstanding Trainee in China Taiping Insurance Group Ltd.  
2020 Year Outstanding Trainee in Taiping Life Insurance Co., Ltd.  
2020 Year Gold Award in Writing Competition (Shenzhen Branch)  
2020 Year Third Place in Speech Competition (Shenzhen Branch)

## **INTERNSHIP EXPERIENCE**

### **Ping An Life Insurance of China Ltd. (Headquarters), Shenzhen, China**

**June 2018 – July 2018**

*Risk Compliance Management (Intern)*

- Created a uniform WeChat account (a social media app) template for 25 provincial branches based on the enacted Media Law and CBIRC's regulations (China Banking and Insurance Regulatory Commission)
- Set up a mock media account and communicated the account needs with internal and external users
- Filtered out the main contents according to existing 47 accounts; communicated with the IT Support Department timely for analyzing and discussing how the ideas could be realized in the account via IT technologies
- Completed the collection and analysis of data from 25 branches for the 2017 Annual Assessment in the Legal Compliance Department, ranked each province's scores (e.g. anti-money laundering portion, related party transactions portion)
- Aided in the organization of related legal documents, such as CBIRC regulation requirements for insurance agents

### **Grant Thornton International Ltd., Beijing, China**

**June 2017– July 2017**

*Audit Intern, Auditing Department I*

- Counted inventories and cash of client's warehouse independently which was worth \$100,000 in the Ubox Online Technology Corp. IPO Project; reconciled inventories with sales that were after the balance sheet date, and there were no differences in reports
- Verified the ending inventories in the warehouse and vending machines with sales; audited inventory accounts were worth \$10,000

- Engaged in communication with clients and banks to request bank confirmations and other necessary information such as the present locations and current contact info
- Performed audit samplings and coordinated with other employees in the organization, binding and archiving audit paperwork

## PROJECT

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### The Relationship Between Corporate Disclosures and Corporate Performances Under IFRS

LA, US

*Project Member*

Feb 2019-May 2019

- **Research Hypothesis:** Forecasted our expectations based on the recent literature and raised the null hypothesis: there is no relationship between corporate disclosures and corporate performances under IFRS
- **Research Content:** Picked up 30 corporations on the HKEX list which had to meet the requirements of projects; collected and organized the disclosures data and performances data of these 30 corporations' financial reports which including current ratio, debt to equity ratio, EPS, etc. and the data of corporations whether disclosed related disclosures
- **Research Results:** Utilized regression analysis to analyze the results; concluded that there is a relationship between corporate disclosures and corporate performances

## SKILLS AND INTERESTS

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**Languages:** Bilinguals in Chinese and English

**Interests:** Travelling & Cooking