

# SHU WAI (ALVIN) FAN

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## SUMMARY

Mission-driven professional transitioning from digital finance into tech; trained in philosophy, economics, and writing. Experienced in managing client relationships, launching early-stage products, and leading cross-functional execution across teams. Aiming to leverage formal reasoning and interdisciplinary insight to help navigate product challenges. Passionate about translating complex ideas with nuance—and without condescension. U.S. citizen open to relocation.

## WORK EXPERIENCE

### Digital Foreign Exchange Salesperson – Citi

2023 – 2025 | Hong Kong

- Managed FX sales relationships with institutional clients (hedge funds, insurers, corporates, and banks); drove +700% revenue growth for a key Chinese client.
- Owned daily analytics for the North Asia digital FX portfolio, applying client-level behavioral analysis across 200+ accounts to optimize pricing strategies—leading to a 35% YoY increase in Spot product revenues.
- Directed the end-to-end execution of Asia's first and second digital bank conferences, including programming, outreach, content (ghostwrote speeches), logistics, and on-site coordination; acquired 6+ clients per event.
- Led vendor engagement with 3 partners, uncovering \$5M+ in new annual revenues from client targeting.
- Delivered integrated FX and payment products for regulators, airlines, and banks by aligning internal sales, tech, and product teams, and advising clients on FIX/REST API integration.
- Unified FX Options reporting using Qlik and VBA, reducing P&L delivery lag by one week.

### Equity Sales Trading Analyst – Citi

2022 – 2023 | Hong Kong

- Delivered daily research, stock ideas, and market commentary to 100+ institutional clients across Asia.
- Automated 10 recurring market reports with VBA, saving ~5 hours weekly in manual workflows.

## PRODUCT & TECHNICAL PROJECTS

### Co-founder, PM, & Marketing Lead – Barter (language learning platform)

2020 – 2021 | Figma

- Spearheaded product development and go-to-market strategy for Barter, a peer language-learning app.
- Launched MVP across 6+ university campuses; led design sprints, integrated user feedback loops, and secured buy-in from faculty and student clubs as a supported extracurricular tool.

### Developer – Index Futures Forecaster

2022 | Python, VBA, Bloomberg API

- Built and deployed internal directional classifier (>80% accuracy on training data) as a side project; adopted by equity trading desk leadership and remains in daily use.

### Designer and Developer – Wall Text Experiment (interactive digital gallery)

2025 | HTML, CSS, JS | [Website Link](#)

- Designed and built an interactive web gallery exploring text influences perception of visual art.

## EDITORIAL EXPERIENCE

### Editor – Freelance and Academic Journals

2020 – 2025 | Hong Kong & Providence, RI

- Edited curatorial texts for 3 Hong Kong art gallery exhibitions; served on the editorial board for *A Priori: The Brown Journal of Philosophy*, overseeing selections from 100+ submissions.

## EDUCATION

### B.A. (Honors) in Philosophy & Economics (Double Major); Minor in Art History – Brown University

2018 – 2022 | Providence, RI

- GPA: Major 3.9 / Overall 3.8.
- One of three philosophy honors recipients (dissertation published). Omicron Delta Epsilon (international economics honors society).

## PRODUCT & TECHNICAL SKILLS

- **Writing & Communication:** Awarded max grant from NYU Global Bioethics Fellowship (USD\$25K, declined) for academic research; advanced synthesis & stakeholder communication.
- **Reasoning & Systems Thinking:** Graduate coursework in formal/math/modal logic, computability, abstraction.
- **Tools:** Advanced Excel modeling, LaTeX; familiar with Figma, Jira, Notion.
- **Technical:** Competent in VBA; familiar with Python, Java, HTML/CSS/JS.
- **Data & Analysis:** Qlik, Tableau, Stata; causal inference (diff-in-diff, IVs); A/B testing fundamentals.
- **Languages:** English, Chinese (Cantonese & Mandarin); conversational Spanish; basic German.