

Tao Xu

Nanjing University of Finance and Economics, School of International Economics and Trade,
Department of Commercial Economics, Wenyuan Road 3, Qixia District, 210046 Nanjing, China
W: taocxu.github.io T: 86-189-1266-0778 E: taocxu@foxmail.com

A driven and motivated individual, currently studying towards a B.S. Economics (Commercial Economics) with extensive experience gained from completing internships at the Administration for Market Regulation, Bureau of Finance, CITIC, Mazars, and Deloitte, and additionally obtained memberships at the Chinese Society of Optimisation, Overall Planning and Economic Mathematics, and the Chinese Society of Technology Economics. Possessing exceptional research and analysis skills, a keen eye for detail and a proven track record of thriving in pressurised and challenging environments. A clear and engaging communicator, with the ability to build and maintain strong working relationships and lead teams as required. Focused and adaptable, committed to continuous personal development and seeking a new professional challenge, to apply my academic knowledge and a highly transferable skill set.

SKILLS & RESEARCH INTERESTS

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|------------------------------|--------------------------------|---------------------------|
| ▪ Communication | ▪ Commodity Circulation | ▪ Inequality and Poverty |
| ▪ Target Driven | ▪ Technological Innovation | ▪ Labour & Employment |
| ▪ Research & Analysis | ▪ Digital Transformation | ▪ Ethics and Human Rights |
| ▪ Complex Problem Solving | ▪ New Retailing and E-Commerce | ▪ Report Writing |
| ▪ Sociocultural Anthropology | ▪ 5C Co-Marketing | ▪ Design Thinking |
| ▪ Local Economic Development | ▪ Planning & Organisation | ▪ IT Literate |

QUALIFICATIONS, AWARDS & PROFESSIONAL MEMBERSHIPS

B.S. Economics (Commercial Economics) - Nanjing University of Finance and Economics, *Jun 2023*

Key Modules: Industrial Economics (96) International Economics (94) Regional Market and Interregional Trade (98)
Regional Commercial Planning (96) Retailing Studies (97) Marketing (97) Procurement & Supply Chain Management (93)

Economic Globalisation & International Trade - University of Saint Joseph Catholic University of Macao, *Feb 2022*

International Business Management - University of California Los Angeles, *Jan 2022*

Training & Certifications

International English Language Testing System, IELTS Overall 7 (Standard - CEFR C1), Reading 8.5 (Good)

College English Test Band Level 6, CET4 & CET6 Pass, 545 (Standard), Reading 219 (Good)

National Computer Rank Examination Level 2, NCRE2 Pass (Good)

Excel & Access & Word & PowerPoint (IT Literate)

SPSS & STATA & EViews & Python & Matlab (Statistics, Quantitative Economics & Econometrics)

Innovative Governance of Large Urban Systems - EPFL Swiss Federal Institute of Technology Lausanne

Game Theory & Advanced Applications - Stanford University & University of British Columbia

Microeconomics: The Power of Markets & When Markets Fail - University of Pennsylvania

Understanding Research Methods - SOAS, University of London

Local Economic Development - Erasmus University Rotterdam

Future Supply Chain, Program Management, and Brand Management - Procter & Gamble Professional University

New Structural Economics, Behavioral Economics, Introduction to Logic, Operational Management, Corporate Finance,

Social Survey & Research Method, and Advanced Quantitative Analytical Methods for Social Research - Central

University of Finance and Economics & Peking University

Honours & Awards

Merit-Based Scholarship for Academic Excellence *6

Merit-Based Scholarship for High Calibre *3

Honours Student *3

Outstanding Student Leader

Principal's Scholarship

Provincial Government Scholarship

Professional Memberships

Member of Chinese Society of Technology Economics (I031402003A)

Member of Chinese Society of Optimisation, Overall Planning & Economic Mathematics (S320004285A)

Member of Chinese Society of Electrical Engineering (E0525020210003A)

Member of NUFE Economic Association (NEA20211000)

PROFESSIONAL EXPERIENCE

Real Estate/Executive Assistant (Internship) - RF Development (Border Economic Cooperation Zone, Ili) 2022

- Learned about the politics, economy, culture, geography and religion of Ili, understood the current status of regional revitalisation of Xinjiang, and read policy documents and academic papers on Xinjiang development
- Helped the team with company operations, focused on real estate development and management, to promote economic growth regionally through private enterprise based on construction, transportation and wholesale
- Collected and collated relevant information on the Xinjiang Uyghur Autonomous Region and the Yili Kazakh Autonomous Prefecture, to simulate, plan and analyse investment and business projects targeting land planning and business planning in the Yining Border Economic Cooperation Zone, forming a non-public report
- Studied task nodes, maintained a relationship with local government, ensured compliance of 3 programs, learned engineering cost, list contract and settlement, carried out 3 cost planning for company
- Held responsibility for program risk identification, correction and prevention, optimised program's client information as a way to build a relationship maintenance conversion

Tax & Business Advisory, Transfer Pricing (Internship) - Deloitte (Industrial Park, Suzhou) 2021

- Combined business overview and executive summaries, prepared summary tables of investment, fixed assets, inventory, tax credits, contingencies and other key findings
- Assisted in completion of translation and analysis of draft reports
- Collated stage financial statements and organisational structure of PMCCCL, PLSCCL, PCMC, companies under Petrolam Nasional Bhd
- Translated 3 appendices of a draft transfer pricing and assisted the team to use TP Catalyst to search potential comparable manufacturers and service providers
- Conducted business reviews with D&B Hoovers to obtain 18 and 78 comparable companies for main business description and TNMM analysis
- Supported the team in using RoyaltyStat database to retrieve 517 CAs, which was then reviewed to obtain 33 potential CAs, and finally select a total of 8 CAs similar to PMCCCL and PL Italy's business for CUP analysis
- Prepared a 42-page report in Chinese summarising and analysing information on multinational business, intangible assets, intra-group financing, finance and taxation
- Analysed policies on real estate and tax incentives for investment promotion in Chang and Wu, which involved contacting the Bureau of Commerce and International Investment Centre to provide advice on industrial layout of a labour-intensive foreign-owned enterprise in four cities respectively, Su, Wu, Chang and Tong
- Consulted the State Administration of Foreign Exchange in Xiamen to understand accounting treatment regarding a group's internal transformation of capital flow by agreement
- Assisted the Park's Bureau of Economic and Trade Development in confirming and updating enterprise's document and helped with tax planning to help the company reduce costs and improve compliance

Audit & Assurance, Annual Audit (Internship) - Mazars (Industrial Park, Suzhou) 2021

- GA: audited collective assets in Xiangcheng District, improved 6 drafts by matching flow of funds and reconciling financial statements, worked as a team to produce 31 drafts
- XC: audited state-owned enterprises in Xiangcheng District, audited accounts of asset and profit and loss
- Hi-Tech: audited Kunshan State-owned assets group, independently responsible for 7 working papers, calculating and producing 9 financial details, reviewing 18 drafts and reporting on large transactions

Wealth Management, Investment Counsellor (Internship) - CITIC Securities (Kunshan, Suzhou) 2020

- Received in-house training and outreach for management trainees in wealth and asset management, learning about the operation of capital management through meetings and reports, conducting brokerage business and assisting a Counsellor in helping 5 clients
- Collected data from quarterly earnings report, importing a list of companies of concern, monitoring the rise and fall of shares, collating and posting in a research report
- Carried out studies into jewellery brands such as Chow Tai Sang, wrote a structured report, and updated revenue data

Information & Consultation Centre, Certification & Accreditation - Global Business (Suzhou) 2019 - 2022

- Cooperated with CCPIT and ICC to act as an agent for international notarization and CCPIT certification
- Handled 6 commercial certificates necessary for the clearance of export customs, foreign exchange and international bidding for Ebara, Altek, Danisco and other international companies

Policy Research & Treasury Payment/Assistant to Director (Internship) - Bureau of Finance (Suzhou) 2019

- Assisted with compilation of government budgets, expenditure reports, and treasury collection and payment
- Recorded meetings, read reports, collated documents, and assisted with research on financial issues

Quality Supervision/Assistant to Director (Internship) - Administration for Market Regulation (Suzhou) 2018

PUBLICATIONS

- "Mismatch and Dysfunction: Internet-Based Optimised Path of Elderly Consumer Market – Market Failure to Be Rectified with New Models of Commerce and Distribution," with Yukun Gu, Yibo Wang, Yansong Wang, and Qifei Chen, *Chinese Journal: Jiangsu Commercial Forum*, 2021, 38(10), 1-9.
- "Senior Industry to Be Reshaped with New Retailing: A SWOT-Based Analysis," *Chinese Journal: China Market*, 2021, 28(15), 82-85, 98.

WORKING PAPERS

- "Jiangsu Advanced Manufacturing Clusters to be Driven to Prosperity by Industrial Policy: Quantitative Text Analytics," supervised by Professor Yabei Hu, 2023.
- "Price Determination and Subsidy Strategy of Social E-Commerce Platforms: Mechanisms and Models," with Yukun Gu*, and Yansong Wang, 2023.
- "Industrial Relocation, Poverty Alleviation, and Local Social Security System," with Yukun Gu, and Yansong Wang, 2023.
- "Entrepreneurs or Employees: What Chinese Citizens Encouraged to Become by Social Attitudes?" with Weiwei Zhu, 2022, MPRA paper 113212, University Library of Munich.
- "DCEP as a Cure for Credit Problems of Small-Micro Firms – Based on Evolutionary Game Method," with Yansong Wang*, 2022, ChinaXiv paper 202207.00004, National Science Library of Chinese Academy of Sciences.
- "Rural Pension System and Farmers' Participation in Residents' Social Insurance," 2021, MPRA paper 112032, University Library of Munich, or arXiv paper 2204.00785, Cornell Tech.
- "Eudemonia and Freedom: A Bibliometric Research on Frontiers and Evolution of Labour and Employment in China," with Weiwei Zhu, 2021, MPRA paper 112908.
- "Pathways to Development of Rural Internet Finance in the Context of Social Justice," with Yukun Gu*, and Yansong Wang, 2021.
- "Digital Retailing as a Promoter of Employment: Evidence from China," 2020, MPRA paper 112557.

REPORTS

- "Why Are We Attached to Our Phones? Pacifying Technology," with Y Gu, and Y Wang, 2022, Nanjing.
- "Survey on Local Pharmaceutical Specialty Stores: Retail Formats, Elements and Practice," with Y Gu, Y Wang, Dapeng Zhu, Wei Li, Zhenyu Zhang, Jingxia Hou, and Yuhang Yang, 2021, Nanjing.
- "Development of Jiangsu Wholesale Market in the Context of Internet: Types, Structures and Strategies," with Y Gu, and Y Wang, 2022, Nanjing.
- "Cultural Industry and Poverty Alleviation: How Industrial Organisations in Less-Developed Areas Capitalise on Local Historical Cultural Heritage?" with W Zhu, 2021, Shuzhou.
- "Survey on Guannan of Rural Areas: Consumption, Social Security and Manufacturing Industry for Silver-Haired Group," with Y Gu, and Y Wang, 2020, Guannan.
- "Focus on Silver-Haired Group: Youth Responsibility and Social Progress," with Y Gu, and Y Wang, 2020, Guannan.

PROGRAMMES, COMPETITIONS & CAMPUS EXPERIENCE

- Cooperation and Exchange Programme: Economic Globalisation and International Business, *Jan - Feb 2022*
- National Programme Bringing Culture, Science & Sanitation to the Countryside: How Industrial Organisations in Less-Developed Areas Capitalise on Local Historical Heritage? *Jun 2021 - Jan 2022*
- Collaborator and Partner - National Excellent Team Prize, Jiangsu Provincial Special Excellent Team Prize, NUFE Top Team Prize, with 1st Prize for the report "Cultural Industry and Poverty Alleviation"
- Co-Founder and Leader - China International "Internet Plus" Innovation and Entrepreneurship Competition - New

Retailing Design Program for Western Agriculture, *May 2021 - Aug 2022*

- Partner - Dream Career For Unique You, *May 2021 - May 2022*
- Partner - Provincial Innovative Training Plan Programme - Patterns, Dilemmas and Prospects of Entrepreneurship in Less-Developed Areas under the Perspective of Rural Revitalization, *May 2021 - Oct 2022*
- Mathorcup MCM of Chinese Society of Optimisation, Overall Planning and Economic Mathematics, *Apr - Jul 2021*
- National E-Commerce Innovation, Creativity and Entrepreneurship Challenge for University Students - Intelligent Recycling System Design Program - 3rd Prize, *Mar - May 2021*
- Partner - L'Oréal Brandstorm MKT Competition (Team ID: Z.X.C) *Jan - May 2021*
- Leader - P&G CEO Challenge MKT Competition (Team ID: 261004) *Jan - Mar 2021*
- Leader - NUFE 10th "Challenge Cup" Extracurricular Academic Competition for University Students - Can Digital Retailing Promote Employment? Evidence from China, *Nov 2020 - Mar 2021*
- Founder and Leader - China International "Internet Plus" Innovation & Entrepreneurship Competition - Reinventing Silver-Hair Industry with Formats of New Retailing, *May 2020 - Jun 2021*
- Leader - National Innovative Training Plan Programme - Silver-Hair Industry to Be Reshaped with New Retailing: A Story of China, *May 2020 - Mar 2021*
- National Art Exhibition & Jiangsu Art Exhibition - 1st Prize & (No. 2) Special Prize, *Nov 2020 - May 2021*
- China International Chorus Festival and Education Conference - Tier 1 Team Prize, *Nov 2020*

ADDITIONAL INFORMATION

Language Proficiency: Fluent in English and Mandarin with a good understanding of Wu