

Tao Xu

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A driven and motivated individual, graduating with the highest distinction from NUFE, currently studying towards an M.Sc. Development Studies at the University of Edinburgh, and actively pursuing a Ph.D. afterwards, with extensive experience gained from completing internships at the Administration for Market Regulation, Bureau of Finance, CITIC, Mazars, Deloitte, RF Development, DKU, and additionally obtained professional memberships at the Association for Social Economics, and Chinese Society for Technology Economics. Possessing exceptional research and analytical 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. Diligent and adaptable, modest and industrious, committed to continuous personal development, and seeking a new professional challenge to apply my academic knowledge and a highly transferable skill set, from scientific models to the real world, and from practices back to theories.

SKILLS & RESEARCH INTERESTS

- Target Driven
- New Structural Economics
- Inequality & Poverty
- Complex Problem Solving
- Agglomeration and Spillover
- Epidemiology and Global Health
- Sociocultural Anthropology
- Advanced Manufacturing Cluster
- Research & Report Writing
- International Economics
- Labour & Employment
- Design and Systems Thinking
- Development Studies
- Industrial Policy and Strategy
- IT Literate

QUALIFICATIONS, AWARDS & PROFESSIONAL MEMBERSHIPS

M.Sc. Development Studies (International Development, Expected) - The University of Edinburgh, Aug 2024

Key Modules: Politics and Theories of International Development, Anthropology of International Development, Resource Politics and Development, Interpreting Development: Institutions & Practices, Anthropology of Global Health, Governance, Development and Poverty in Africa, International Development: Research Design & Practice

B.Sc. Economics (Commercial Economics, 1st: 91.29/100) - Nanjing University of Finance and Economics, Jun 2023

Dissertation Topic: Towards Sustainable Prosperity? Policy Evaluation of Jiangsu Advanced Manufacturing Clusters

Supervisor: Professor Yabei Hu

Key Modules: Industrial Economics (96) International Economics (94) Regional Market and Interregional Trade (98) Regional Commercial Planning (96) Business Design & Innovation (97) Procurement & Supply Chain Management (93) Retailing Studies (97) Management Studies (95) Marketing (97)

Summer/Winter Schools, Workshops & Seminars

Research Methodology in Applied Economics, Advanced/Grad - Nanjing Agricultural University, Aug 2023 (Supervisor: Prof Zhigang Xu)

Geospatial Big Data Analytics, Advanced/Grad - Nanjing Normal University, Aug 2023 (Supervisor: Prof Xueying Zhang)

Political Economy & Economics, Advanced/Grad - Wuhan University, Jul 2023 (Supervisor: Prof Shaodong Zhou)

International Business Management - University of California Los Angeles & University of Saint Joseph (Catholic University of Macao), Feb 2022 (Supervisor: Prof David E. French)

Training, Courses & Certifications

College English Test Band 6, and IELTS Academic C1

National Computer Rank Examination Level 2

Excel & Access & Word & PowerPoint & Publisher & Canva & Photoshop (IT Literate, Communication & Social Media)

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

NViVo & VOSviewer & CiteSpace (Text Analytics & Bibliometrics)

Health Systems Development: Introduction to Health Systems, Epidemiology for Public Health: Measuring Disease in Epidemiology - Imperial College London

Comparative Health Systems, Microeconomics: The Power of Markets & When Markets Fail - University of Pennsylvania

Epidemiology: The Basic Science of Public Health - The University of North Carolina at Chapel Hill

The Korean Economic Development - Yonsei University

Innovative Governance of Large Urban Systems - École Polytechnique Fédérale de Lausanne

Local Economic Development - Erasmus University Rotterdam

Understanding Research Methods - SOAS University of London

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

New Structural Economics, Behavioral Economics, Introduction to Logic - Peking University

Operations Management, Corporate Finance, Advanced Quantitative Methods for Social Research - Central University of Finance and Economics

Honours & Awards

Jiangsu Provincial Government Scholarship for Overseas Studies

NUFE Distinguished Dissertation Award

NUFE Merit Scholarship for Academic Excellence *6

NUFE Merit Scholarship for High Calibre *3

WHU Outstanding Student Award

NUFE Principal's Scholarship

NUFE Honours Graduate

NUFE Honours Student *3

NUFE Outstanding Student Leader Award

Professional Memberships

Association for Social Economics (ASE1496)

Chinese Society for Technology Economics (I031402003A)

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

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, *Jiangsu Commercial Forum: Journal of the Jiangsu Association for Commercial Economics*, 2021, 38(10), 1-9.
- "Silver-Hair Industry to Be Reshaped with New Retailing: A SWOT-Based Analysis," *China Market: Journal of the China Federation of Logistics*, 2021, 28(15), 82-85.

WORKING PAPERS

- "Towards Sustainable Prosperity? Policy Evaluation of Jiangsu Advanced Manufacturing Clusters," with Yabei Hu, 2023.
- "Entrepreneurs or Employees: What Chinese Citizens Encouraged to Become by Social Attitudes?" 2022, MPRA paper 113212, University Library of Munich.
- "DCEP as a Cure for SME Credit Risk and Financing Obstacle: Based on Evolutionary Game Method," with Yansong Wang*, advised by Prof Xin Sui and Dr Jun Sun, 2022, ChinaXiv paper 202207.00004, National Science Library, Chinese Academy of Sciences.
- "Rural Pension System and Farmers' Participation in Residents' Social Insurance," advised by Dr Yongliang Wu, 2021, 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, advised by Ruru Li and Prof Wenwu Zhang, 2021, MPRA paper 112908.

WORK IN PROGRESS

- "D&O Liability Insurance, Default Probability, and Risk Management," with Haoyu Wang*, advised by Dr Hongyang Wang and Prof X Sui.
- "Industrial Cluster Policy and Competitive Advantage: Evidence from China's Advanced Manufacturing," with Y Hu.

REPORTS & PRESENTATIONS

- "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 Yuhan Yang, advised by Assoc Prof Jinguo Tao, 2021, Nanjing.
- "Development of Jiangsu Wholesale Market in the Context of Internet: Types, Structures and Strategies," with Y Gu, advised by Prof Chunfa Zhang 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.
- "Book Review: Schumpeter's Theory of Economic Development," 2021, Nanjing.
- "Survey on Guannan Rural Areas: Consumption, Social Security and Manufacturing Industry for Silver Economy," with Y Gu, and Y Wang, advised by Assoc Prof Qifei Chen, 2020, Guannan.
- "Focus on Silver-Hair Group: Ageing Society, Youth Responsibility and Social Justice," with Y Wang, 2020, Guannan.

PROFESSIONAL EXPERIENCE

Coordinator Assistant (Internship) - Duke Kunshan (Kunshan, Suzhou)

Student Affairs, Campus Engagement, Arts & Culture, Clubs & Organisations, FYE & SYE Transition

2023

- Collaborated to organise and manage the office calendar, demonstrated creativity and attention to detail, to support programs and events in diverse areas across Arts & Culture, First Year Experience, and Clubs & Orgs
- Distributed packages for multiple events, including DKU Welcome Gifts to new-comer international students, and delivered souvenirs and prizes to winners or participants involved in campus programs such as Scavenger Hunt, MOMENT, and De-Stress Festival
- Planned and managed training sessions, photo sessions, applications and selections (recruitment), policy revisions, registration surveys, evaluation forms, offer-letter drafts, time declarations, poster-and-flyer designs, location check-outs, list compilations, and general operations (coordination & collaboration), to ensure the success of FYSAC, Orientation, and Commencement
- Utilised effective communication skills to support for interviewing student workers, provided assistance and innovative advice in the development and organisation of student groups including FYSAC (14), OL (107), Commencement Volunteer (97), selected representatives such as FYSAC chairs and OL captains based on applications, resumes, and interview reports, and supported the success of student-leader teams
- Displayed a commitment to professional advancement, attended leadership presentations and interviews, and participated in Student Affairs Learning Series (Becoming Socialised in Student Affairs Administration, NASPA Competency, Vowels of Supervision, and Diversity, Equity & Inclusion), and CE & SA Meetings
- Assisted with quarterly reflections and recorded minutes of meetings
- Created and edited content to support office initiatives, collected and evaluated event data on program for the spring semester, demonstrated exceptional creative writing and infographic design skills, to prepare slides and collateral materials for meetings and public account promotions
- Identified characteristics of successful and unsuccessful events, proposed improvements to evaluation systems, and improved the logic of post-event survey based on marketing theory and research result
- Revised the DKU Orientation Resource Book, modified the draft structure, enhanced professionalism and focus, to improve readability and legibility
- Studied exhibition legal documents, drafted licensing and copyright agreements and contracts for the use of photography works and portraits, to develop related systems and procedures
- Drafted "Implementation of Closed-Loop Administration for DKU Student Clubs & Orgs and Student Events & Programs" and addendum rules for "Regulations of DKU Student Clubs & Orgs"
- Worked with Clubs & Orgs and FYE as a liaison, compiled info on club leaders for marketing, demonstrated excellent coordination skills, to support various events such as Involvement Expo, ACG Expo, Arts & Music Festival, Who's Still Standing, and Guest Speaker Lectures (Google China, UNHCR)
- Co-facilitated events, organised resources, communicated and coordinated with individuals and teams throughout DKU in support of logistical and financial assistance to student-led programs Volunteer Teaching
- Worked as an Assistant to the Commencement Committee, oversaw the content of the DKU Yearbook, improved the structure for 2023 based on previous-version samples with fixed content, boards, and columns, translated and polished Chancellors' Remarks for the Commencement Brochure and UG Bulletin, collected Messages from Students, and made selections and edits for inclusion
- Sorted multifarious lists for the DKU Commencement Registration, Photo Session, and related issues, coordinated graduation-related tasks such as photo session, ceremony, banquet, and concert, and wrote different types of letters, intros, and surveys, to promote and announce on DKU Commencement website
- Translated CN-EN texts for the DKU Commencement homepage, proofread visa issues, compiled directory lists and intro drafts of collaborated hotels posted on the website, to support guests and other SA offices (CSS, ISS)
- Implemented a communication strategy to ensure consistency and coordination of messages across different channels to promote a positive image, assisted with social media, summarised policy-and-procedure docs for the establishment of WeChat official account, prepared necessary materials for operation and development, arranged columns and sub-columns, planned content, structure, and time stage of posting articles and tweets
- Provided guidance to international students on local attractions and events during festivals and holidays
- Executed numerous administrative and logistical tasks including deposit reimbursement (expense reports), storage management, and email organisation, to oversee office assets and improve work efficiency

Executive Assistant (Internship) - RF Development (Border Economic Cooperation Zone, Ili)

2022

Real Estate, Construction, Regional Development, Operations Management

- Documented the politics, economy, culture, geography and religion of Ili Kazakh Autonomous Prefecture, studied and analysed the current status of regional revitalisation of Xinjiang Uyghur Autonomous Region
- Focused on real estate development and management, drafted investment and business projects targeting land planning policies and academic papers to promote regional economic growth in Yining Border Economic Cooperation Zone, through private sector's functions on construction, transportation and wholesale
- Maintained cooperative relationship with local government, ensured compliance of 3 projects, held responsibility for risk identification and prevention

Advisor Assistant (Internship) - Deloitte (Industrial Park, Suzhou)

2021

Tax & Business Advisory Services, Transfer Pricing, Operations Transformation

- Combined business overviews and executive summaries, prepared tables of investment, fixed assets, tax credits, inventory, contingencies and other key findings
- Collated stage financial statements and organisational structure of PMCLL, PLSCL, PCMC, companies under Petroliam Nasional Bhd
- Assisted in completion of translation and analysis of reports, translated 3 appendices of a transfer pricing draft and supported analysts to search potential comparable manufacturers and service providers with TP Catalyst
- 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 PMCLL 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, contacted the Bureau of Commerce and International Investment Centre to provide advice on industrial layout of a labour-intensive foreign-owned enterprise in four cities: Su, Wu, Chang and Tong (Shanghai Metropolitan Area)
- 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 suggested with tax planning to help the company reduce costs and improve compliance

Audit Assistant (Internship) - Mazars (Industrial Park, Suzhou)

2021

Audit & Assurance, Annual Audit, Reporting & Accounting Operations Advisory Services

- Audited balance sheets and P&L statements of collective assets and state-owned enterprises in Xiangcheng District, tracked and matched the flow of funds and financial statements, produced 31 draft reports
- Verified state-owned assets of Kunshan Hi-Tech Group, independently conducted 7 audit working papers, calculated 9 financial details, reviewed 18 drafts and reported on large transactions

Consultant Assistant (Internship) - CITIC Securities (Kunshan, Suzhou)

2020

Wealth Management, Investment Consultation, Marketing

- Received in-house training and outreach for management trainees in wealth and asset management, learned about the plans and operations of capital management through meetings and reports, conducted brokerage business and assisted consultants in suggestions for 5 clients
- Received training workshops, attended roadshow presentations, learned about CITIC financial product system including margin and future trading, and proactively engaged in the sale of financial products to 10 potential clients with market trend, logic of fund selection and risks articulated
- Cleaned data from quarterly earnings reports, imported a list of companies of concern, monitored and compared the rise and fall of shares, updated revenue data and posted in a structured research report

Executive Assistant & Analyst Associate - Global Commerce (Suzhou)

2019 - 2022

Information & Consultation, Certification & Accreditation, FDI, International Trade Administration

- Assisted the leadership team with schedules and appointments, prepared various texts and documents for correspondence, presentations and meetings, analysed business data, and output trends reports
- Cooperated with CCPIT and ICC to act as an agent for international notarisation and CCPIT certification
- Handled 6 commercial certificates necessary for the clearance of export customs, foreign exchange and international bidding for Ebara, Altek, Danisco and the like

Research Assistant (Internship) - Bureau of Finance (Suzhou)

Treasury Management, Fiscal Policy, Government Budget, Financial Strategy

2019 - 2020

Secretary Assistant (Internship) - Administration for Market Regulation (Suzhou)

Quality Supervision, Intellectual Property, Food & Drug Administration, Anti-Monopoly

2018

PROGRAMMES, COMPETITIONS & CAMPUS EXPERIENCE

- Research Assistant, National Social Science Fund of China Programme: Optimisation of Industrial Ecosystems for Advanced Manufacturing Clusters based on Producer Services, *Oct 2022 - Jun 2023*
- Student Assistant, JESIE-UCLA-USJ Cooperation and Exchange Programme: International Business, Leadership and Management, *Jan - Feb 2022*
- Investigator and Collaborator, National "Bringing Culture, Science & Health to the Countryside" Programme: How Industrial Organisations in Less-Developed Areas Capitalise on Local Historical Heritage? *Jun 2021 - Jan 2022*
- National Excellent Team Award, Jiangsu Provincial Special Excellent Team Award, NUFE Top Team Award, Best Report Award (1st Prize)
- Peer Advisor, China International "Internet Plus" Innovation and Entrepreneurship Competition: New Retailing Design for Western Agriculture, *May 2021 - Aug 2022*
- Peer Advisor, Provincial UG Innovative Training Programme: Patterns, Dilemmas and Prospects of Entrepreneurship in Less-Developed Areas under the Perspective of Rural Revitalisation, *May 2021 - Oct 2022*
- Leader, Chinese Society for Optimisation, Overall Planning & Economic Mathematics Competition: "Mathorcup" MCM, S Award, *Apr - Jul 2021*
- Collaborator, National E-Commerce "Innovation, Creativity and Entrepreneurship" Challenge for UG Students: Intelligent Recycling System Design Program, NUFE Excellent Team Award (3rd Prize), *Mar - May 2021*
- Collaborator, 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*
- Investigator and Leader, NUFE "Challenge Cup" Academic Competition for UG 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 Models of New Retailing, *May 2020 - Jun 2021*
- Investigator and Leader, National UG Innovative Training Programme: Silver-Hair Industry to Be Reshaped with New Retailing: A Story of China, *May 2020 - Mar 2021*
- Volunteer and Research Assistant, Jiangsu Administration for Market Regulation, Evolution and Examination of National Customer Satisfaction, *Jun 2020 - Oct 2020*
- Volunteer, NUFE Admissions Committee, *Dec 2019 - Jun 2021*

ADDITIONAL INFORMATION

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