

CHRISTOPHER (YIER) LUO

Cell: +8180-4352-6868 / Email: yier.chris.luo@hotmail.com

EDUCATION

Hosei University, Tokyo, Japan

April 04 – March 09

Bachelor of Business Administration

- Majored in Finance. Received National/College scholarship six times.
- President of the International Student Association, a foreign student club with 300 members from 15 countries.
- The first prize winner of Hosei annual speech contest, the first and only foreigner won the top award in the college history.

The University of Adelaide, Australia

February 06 – January 07

- One year overseas exchange study program with full scholarship supported by Hosei University.

Shixi High School, Shanghai, PR China

September 96 – July 00

- One of the top-rank high schools in Shanghai. Ranked top 30 out of 500 graduates (top 6%).

PROFESSIONAL EXPERIENCE

Macquarie Capital Securities (Japan) Ltd., Equities Department

Tokyo, Japan

Hybrid Research Sales (Both Japan & Asia-ex Equity), covers Japan domestic long-only funds.

February 11 - Present

- **Strong capability of new relationship build-up; highly goal-oriented:** Establish brand new international equity business platform for Macquarie Japan. Build up decent network both internally and externally. Seek potential drivers for future revenue growth from domestic clients in not only equity but also bond/derivative/commodity fields. Achieved 120% of personal commission goal in FY11 and opened 6 new trading accounts.
- **Solid communications/interaction skills in multiple languages:** Service 14 long-only funds or over 200 clients in total, of whom breakdown by clients' nationalities are 60% Japan, 20% Greater China, and 20% Korea/ASEAN/India/Western. Excellent communication and presentation skills in Mandarin, Japanese, English and Cantonese; able to broke investment ideas persuasively.
- **Decent self-research and analytical skills and an experienced traveler in Asia:** Visited 8 Asia countries and over 200 local listed companies in 2 years. Write up a 4-6 pages (A4 size) comprehensive sales note for each company visiting. Deliver insightful investment ideas/views that are highly recognized by clients.
- **Good team player:** Annual review comments from colleagues across Asia and the Pacific: “Doing a great job in his sales role. A real star in the making”, “Always being one of the first to bring back useful clients’ feedback.”, “Incredibly helpful on idea broking and well knowledgeable in market movements.” ...etc.

Mitsubishi UFJ Morgan Stanley Securities Co., Ltd., Equity Department

Tokyo, Japan

Asia-ex Equity Research Sales, covered Japan domestic long-only funds and hedge funds.

April 09 – January 11

- Covered 11 Japan domestic long-only funds and over 100 fund managers and analysts.
- Opened 10 new trading accounts and earned US\$ 3 million commissions in total during the period.
- Built decent relationship with non-rated company IRs; achieved over 10 overseas company NDRs to Tokyo.

Bear Stearns (Japan) Ltd.

Tokyo, Japan

Winter Intern, supported Equity sales team

January 08 – February 08

- Responsible for morning financial news write-up and help on sales requests.
- Attended all analyst morning meetings and posted broking points for sales team.

ADDITIONAL

- Multiple language skills: Native in Mandarin, fluent in English, Japanese and Cantonese
- Part-time job experience: Kitchen chef (in a renowned Japanese chain-restaurant), butcher, bartender, waiter etc.
- Enjoy traveling, hiking, cooking, and airsofting.