

# Xiaoyi CAO

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## EDUCATION

### HEC Paris

Paris, France | Sept.2023- Present

*Master in Management*

Key modules: Management, Finance Economy, Accounting, Marketing, Organizational Behavior, Blockchain, etc.

### University of Western Ontario

London, Canada | Sept.2018- Jun.2022

*B.A. In Media, Info & Technoculture*

Key modules: Art, Science & Technology, Visual Design, Communication, Mapping Media, Alternative Media, etc.

GPA 3.8/4.0 | Dean's List

## ENTREPRENEURSHIP

### Xuntu Technology Co.,Ltd

Beijing & Seoul & Singapore | Jun.2024- Present

#### Family Business - Overseas Market Development Intern

**Highlights:** XunTu Technology, an AI-driven financial data provider, developed AlphaPai, the first fintech tool applying large models to investment research.

- Within a year, AlphaPai became a global leader in AI financial information, serving 3,500 institutions and 40,000 users, with top-tier traffic, user retention, and 80% market penetration in sectors like public funds, insurance, and private equity.
- **Personal Achievements:** 1) Expanded the company's presence in Japan and Korea, successfully negotiating with key clients to enhance market influence. 2) Fostered investor relations, ensuring clear communication and cultivating relationships with potential investors to support growth. 3) Contributed to system optimization, playing a key role in enhancing AlphaPai's performance to better align with market demands.

## PROFESSIONAL EXPERIENCE

### Baidu

Beijing, China | Feb.2025- May.2025

#### AI Cloud Strategy Intern, 3-months

**Highlights:** Conducted global cloud computing and AI market research, monitored competitor events, product launches, and investment activities, and delivered weekly intelligence reports to the AI Director for decision-making.

**Achievements:** 1) Supported the 2025 Baidu AI Cloud Intelligence Conference by preparing keynote speeches, directors' presentations, and coordinating cross-team resources to support management. 2) Participated in new AI product R&D investigations, contributed strategic insights, and represented Baidu in consultations with top-tier firms on AI technology and corporate strategy. 3) Hosted overseas clients and investors with site tours and presentations, strengthening Baidu's global image, while managing cross-team project coordination and execution.

### China Cinda Asset Management: Cinda Securities Co.,Ltd

Beijing, China | Aug.2024- Jan.2025

#### Industry Research Intern, 5-months

**Highlights:** Best asset management companies AMCs in China; Total assets approximately \$221.2 billion until 2024.

- Conducted in-depth research on the mechanical and industrial sectors, utilizing financial models and market data to provide strategic investment insights, directly contributing to high-level decision-making.
- **Achievements:** 1) Authored High-Impact Research Reports: Published five industry research reports under the company's prestigious research division, with highlighted stocks achieving daily limit-up gains during an industry downturn. 2) Engaged with Top-Tier Companies: Represented the firm in over 40 exclusive seminars and earnings releases. 3) Navigated Market Volatility: Successfully recommended stocks amid sector volatility, reinforcing the firm's reputation as a trusted industry leader. 4) Roadshow Excellence: Contributed to roadshow preparations, including crafting professional presentations and leading on-site engagements with investors and institutional funds.

### ScalingX (VC and Accelerator) & Greythorn Asset Management

Singapore & Paris | Nov.2023- Jul.2024

#### Researcher & Investor Relationship Associate, 7-months

**Highlights:** Conducted market analysis and financial evaluations to determine project valuations.

- Assisted partners in identifying and screening potential investment opportunities in the AI and emerging technology sectors, contributing to 7 feasibility reports and 10 investment summaries.
- Actively participated in over 20 industry conferences, including prestigious world-class events in Paris and Dubai, representing the firm in discussions on blockchain, AI, and WEB3 developments.
- **Achievements:** 1) Conducted in-depth financial and operational analysis of existing investment portfolios and evaluated 96 projects, successfully restarting 50% with revised strategies and valuations using PE multiples. 2) Supported the Edge AI project, raising \$7 million through investor agreements, and promoting 3 financial advisor partnerships. 3) Developed 80+ new investor relationships with a 30% conversion rate and negotiated agreements with suitable partners for 2 key investment projects. 4) Co-organized 3 blockchain forums in collaboration with HEC Paris, elevating the company's visibility in the European market.

## ADDITIONAL SKILLS

**Languages:** English (Fluent) | French (Basic) | Korean (Basic) | Chinese (Native) **Qualifications:** GRE 336 (Q168 V168)

**Digital:** Office | Data Analysis: Excel, Wind, iFind, LaTeX | Forecasting Model: Grey Forecasting | Edit Tools: Ps, Pr, Final Cut Pro

**Extra-Activities:**

- Volunteer: Shenyang Charity Nursing Home | Leifeng Charity Association: promoted elderly wandering prevention project
- Lectured as a guest professor at Sanya University for half a semester, teaching introductory concepts of International Finance
- Visual Design Intern, Art Lab Gallery of UWO | Event Arrangement of StarRiver Retail Store in Seoul and GoudeArt in Beijing
- Interests: Rock Climbing | Skiing | Painting & Sketching | Practice physiognomy & Chinese Philosophy