倪丹东 (Danny Ni)

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工作经历

花旗金融信息服务（中国）有限公司	需求分析师	2022 年 6 月 – 2025 年 6 月

核心职责：负责企业信贷（Wholesale Lending）风控产品的需求分析、测试和敏捷交付，覆盖贷前中后全流程

项目 1：企业级信贷风控平台建设

1. 设计全新的自动化审批流程：1）集成**贷前** KYC、尽职调查工作流以及信用评级模型；2）开发**贷中**动态审批流程：基于合规和风险等级手动或自动触发差异化流程；3）开发**贷后**预警看板：支持关键财务指标监测
2. 采用敏捷开发（Agile）方法论，协调跨时区、跨国家团队完成双周迭代（Sprint）任务，主要内容包括：1）基于用户故事梳理系统场景，深度参与 PO 组织的需求评审；2）协同评估开发人员进行难度评估与故事点（Story Points）估算，联动 PM 团队制定开发排期；3）统筹开发与测试团队完成开发、SIT/UAT，确保交付

项目 2：花旗待优化系统（Legacy Systems）的 BAU 工作

1. 基于全球信贷监管政策（如欧洲央行 ECB、巴西/马来西亚央行 ESG 披露要求），优化升级信贷系统功能：1）定制花旗欧洲分行（CEP）专属的信贷审批流程，满足 ECB 合规要求；2）开发 ESG 信息管理模块，嵌入分类计算逻辑，适配新兴市场法规
2. 采用瀑布开发（Waterfall）方法论推进需求：1）整理用户故事并输出 BRD 及测试用例（Test Scripts），通过 JIRA 管理全流程开发与 SIT 和 UAT 测试
3. 维护 Confluence 信贷知识和用户手册知识库，累计完成 15+ 从的内部知识转移（KT）

上海金仕达软件科技有限公司	需求分析师	2020 年 10 月 – 2022 年 5 月

核心职责：主导收益互换（TRS）交易平台从零到一的系统开发，统筹需求分析至上线全流程

1. 解析业务需求，通过 Axure 原型与 BRD 文档实现业务方案技术化，同时协同团队完成开发、测试工作
2. 驻场海通证券等甲方机构，管理 10 人开发团队，协调内外部资源确保项目按期交付
3. 支持售前团队完成国泰君安、长江证券等 POC 演示。另获 2021 年度优秀员工称号

国金证券股份有限公司	数据运营	2020 年 6 月 – 2020 年 9 月

核心职责：证券 APP 用户行为数据分析与运营支持

1. 利用漏斗模型分析用户在 APP 上的操作行为，利用 SQL 获取用户在每一环节的转化率（比如，成功注册数、成功开户数等）。基于数据分析结果制定产品设计方案并输出报告，助力管理层决策

教育背景

新加坡管理大学(SMU)	经济学硕士	2018 年 8 月 – 2019 年 6 月

· **核心课程**：数据分析和可视化(3.7/4.0)，金融统计分析(3.7/4.0)，计量经济学(3.3/4.0)，机器学习(3.3/4.0)

伦敦城市大学卡斯商学院(CASS)	银行与国际金融本科	2015 年 9 月 – 2018 年 7 月

· **成绩**：2:1 荣誉学士学位毕业

技能掌握

语言：英语（雅思 7 分）　|　**专业证书**：Financial Risk Manager（FRM）一级、证券从业资格、Google Data Analytics

计算机：SQL, Microsoft Office, Python, JIRA, Confluence, Axure/Figma

兴趣爱好：历史、经济（利用相关历史事件看当今世界问题）、旅行（去过 14 个国家、中国 23 个省）、音乐

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EXPERIENCE

Citigroup   **Shanghai, China**
Business Analyst   June, 2022 – June, 2025

Project 1: Enterprise Credit Risk Control Platform
- Developed a new end-to-end automated approval workflow, including: 1) integrated KYC/due diligence modules and configured financial data-driven rating models; 2) designed manual/auto-triggered workflows based on compliance policies & risk tiers (e.g. expedited review for downgraded clients) ; 3) built early-warning dashboards tracking financial conditions (e.g. leverage ratio, covenant compliance)
- Applied Agile methodology with biweekly sprints. Collaborated with global teams, with key responsibilities including: 1) Analyzing system requirements, attending PO-led grooming sessions, and resolving ambiguities; 2) coordinating with developers to assign story points and aligning sprint priories with PM team; 3) managing end-to-end development cycle, including SIT/UAT coordination with developers and QA teams

Project 2: BAU Operations for Citi's Lending Legacy Systems
- Maintained and upgraded legacy systems to comply with international regulations (e.g., designed a standalone workflow for Citi Europe Plc (CEP) to meet European Central Bank (ECB) requirements)
- Utilized Waterfall methodology for BAU tasks. Conducted requirement analysis and testing via scenarios analysis, BRDs, test scripts and JIRA. Performed sanity testing during SIT and supported UAT execution
- Documented lending processes and system guides on Confluence. Delivered 15+ KT session to the team

Shanghai Kingstar Fintech   **Shanghai, China**
Product Manager   Oct, 2020 – May, 2022

- Participated in Total Return Swap (TRS) software development and conducted requirements analysis by researching local policies and collecting user needs through direct interviews
- Translated business requirements into technical specifications using BRDs, flowcharts, and Axure prototypes
- Designed test cases and executed sanity testing during SIT and UAT, ensuring 99.9% system integrity
- Managed client relationships and cross-functional collaboration (management and developers) to deliver systems ahead of schedule
- Recognized as 2021 Employee of the Year for exceptional contributions to project success

Sinolink Securities   **Shanghai, China**
Data Analyst   June, 2020 – Sep, 2020

- Analyzed in-app user behavior via funnel analysis; quantified conversion rates (registrations, transactions) through SQL queries.
- Designed data-driven product strategies and presented actionable insights to stakeholders through visual dashboards

EDUCATION

Singapore Management University (SMU)   **Singapore**
Master of Science in Economics/Econometrics Track   Aug, 2018 – Jun, 2019
- Data Analysis and Visualization (3.7/4.0), Statistical Learning in Finance (3.7/4.0)

Cass Business School, City, University of London (CASS)   **London, UK**
Bachelor of Science in Banking and International Finance   Sep, 2015 – June, 2018
- Graduated with an Upper Second-Class Honours degree (2:1)

ADDITIONAL

- **Language Skills:** English (IELTS 7)
- **IT Skills:** SQL, Microsoft Office, Python, JIRA, Confluence, Axure, Figma
- **Certification & Training:** FRM Level 1, China Securities Qualification Certificate (SAC), Google Data Analytics
- **Hobbies:** History-, Politics-, and Economics-related events (explaining the current world through historical lessons)