

# QIANJUN ZHAO

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Qianjun\_zhao@163.com

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## SUMMARY

- CFA level III candidate
- Master of Science in Finance candidate with strong communication, academic and analysis skills

## EDUCATION

CLARK UNIVERSITY GRADUATE SCHOOL OF MANAGEMENT  
**Master of Science in Finance, GPA 3.78; GMAT 710**

Worcester, MA  
May 2012

TIANJIN UNIVERSITY OF FINANCE AND ECONOMICS  
**Bachelor in International Finance, GPA 3.7**

Tianjin, China  
June 2010

## PROFESSIONAL EXPERIENCE

GRAND MARCH INVESTMENT & MANAGEMENT CO., LTD.  
**Manager Assistant-Full time**

Beijing, China  
February 2013-Now

- Conducted due diligence reviews to analyze the possibility of debt financing for corporation
- Assisted manager with all aspects of business, such as data collection and information analysis

THE MARTIN LUTHER KING, JR.BUSINESS EMPOWERMENT CENTER  
**Finance Intern**

Worcester, MA  
March-May 2011

- Analyzed investment plan of Berkshire Natural Spring Water Company and made investment recommendation
- Assisted clients with all aspects of small business, such as company registration and form completion

CHINA INTERNATIONAL FUTURES CO., LTD

Zhengzhou, China

**Finance Intern**

June-August 2010

- Analyzed the futures market using technical analysis and policies to make prediction about the futures price of Copper
- Prospected new clients through the telephone and in person and introduced basic knowledge about the futures market; Assisted with new client account management and new client outreach

GUANGDONG DEVELOPMENT BANK, ZHENGZHOU BRANCH

Zhengzhou, China

**Finance Intern**

June-August 2009

- Analyzed and updated the profiles of the prospective and current clients through the internal database
- Assisted clients with all aspects of banking, such as form completion and financial product recommendations

## COMMUNITY LEADERSHIP

TIANJIN UNIVERSITY OF FINANCE & ECONOMICS, CAMPUS CHINESE ORCHESTRA

Tianjin, China

**President** –organized activities like the welcome party for new students

August 2006-June 2009

TIANJIN UNIVERSITY OF FINANCE & ECONOMICS, STUDENTS' UNION

Tianjin, China

**Editor** – wrote the latest news around campus for the department newspaper

August 2006-June 2007

## AWARDS

- Excellent thesis of graduation June 2010
- School second-class scholarship for excellent students in the three academic years September 2007,2008,2009
- Outstanding cadet in military training September 2006

## SKILLS

**Financial Analysis:** Capital asset pricing model, equity valuation models (DDM, FCF, P/E ratio, RI),fixed-income valuation, derivative valuation and other financial analysis skills

**Computer:** Technically proficient in Microsoft Office (Word, Excel, PowerPoint), and database tools (Bloomberg)

**Languages:** English (Fluent), Mandarin (Native)

**Dulcimer:** The qualification for the level four in Dulcimer-playing