

# ELISE XINGZI LIN

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## SUMMARY OF QUALIFICATIONS

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- Comprehensive quantitative skills, deep level of analytical ability and accuracy
- A self-starter requiring minimal supervision
- Excellent interpersonal and organizational skills to build relationship
- High degree of intellectual curiosity, out-of-box thinker and goal-oriented visionary
- Outstanding B2B and D2D sales skills and experience on training new employees

## EDUCATION

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Drexel University Graduation: September 2012  
Bachelor of Science in Business Administration - Concentrations: Finance, Economics (GPA 3.69) Philadelphia, PA

## WORK EXPERIENCE

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ECM Acquisitions, Inc. New York, NY/Miami, FL  
Senior Corporate Trainer December 2012 – Present

- Developing and managing my team to lead sales for our clients into New York, Miami, and Tampa
- Conducting interviews and scouting talents for management training program
- Performing B2B and residential sales for Fortune 500 companies and being national ranked on various campaigns
- Maintaining relationship with client broker and client liaison to ensure efficient business progresses

SCOOT Airline (Singapore Airline) - Start-up Airline Company Singapore  
Financial Analyst September 2011 - March 2012

- Completed the first budget projection for the company, prepared and submitted analyzing results and board papers to CEO and Board Members of Parent Company (Singapore Airline)
- Researched for aircraft financing options, and delivered aircraft financing strategies paper on different types of aircrafts
- Negotiated on banker's guarantees for Sydney station with banks from Singapore and Australia, and achieved cost reduction
- Interacted with vendors, partner banks, and clients for sales and relationship building, and collaborated with consultants (Accenture, IBM, NetSuite, Navitiare, MasterCard, PayPal) for system implementations and integrations

PJM Interconnection LLC Norristown, PA  
Business Intelligence Analyst September 2010 - March 2011

- Administer the SAS Environment by killing sessions, troubleshooting problems, and monitoring performance of the SAS servers
- Assisted with the development, maintenance, and execution of archive jobs using IBM Optim
- Migrated, tested, and deployed application code for SAS, Optim, and SSIS/SSRS, and Checked database backup status and reporting any failures to the appropriate DBA

## PROJECT EXPERIENCE

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Drexel University Dragon Fund Management Drexel University  
Portfolio Management Analyst April - June 2012

- Acted as a health care sector analyst for the Drexel Dragon Fund, a student managed fund with \$500,000 from the Drexel Endowment
- Using FactSet Research System, created financial models to analyze companies using DCF and price multiple valuations
- Applied risk management to minimize the unsystematic risk of the portfolio through asset allocation, correlation, VAR, and the Sharpe ratio, and applied regression and free cash flow analysis to predict and track portfolio movements
- Performed attribution analysis on the portfolio compared to the benchmark
- Analyzed macroeconomic and fundamental models to determine factor exposure

## HONORS AND REWARDS

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- "Top Leader Award", Florida Market, Credico USA, 2013
- Drexel University Dean's Scholarship, 2008 - 2012
- Drexel University Performing Arts Music Scholarship, 2010 - 2012
- Drexel University Dean's List, 2010 - 2011

## SKILLS

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- Direct Sales, B2B Sales, Team Management, Training Development, Public Speaking
- Computer: Dynamic Bloomberg Terminal, FactSet Research System, NetSuite Accounting, Microsoft Word, Excel, PowerPoint, Outlook, Visio, SharePoint; Lotus Notes; Rational Clear Quest
- Language: Fluent in speaking, writing and reading Chinese (Mandarin)

## ACTIVITIES

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- Piano Accompanist, Vocalist, Drexel University Chorus, Drexel Vocal Jazz Ensemble, 2010 - 2012
- Public Relations, GCC (Global China Connection) Drexel Chapter, 2009 - 2010
- Director Assistant, International Opera Theater, 2009 - 2010