

## Mengri Gao

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### Experience

#### [East West Bank, Pasadena, CA, United States](#)

Sept 15, 2014 - Present

##### China Business Banking Intern

- Built a referral database by conducting market researches among CPA firms, investment banks, law firms, associations, and real estate agents
- Updated the financial data of EWB's correspondent banks in commercial credit reports and quarterly reports;
- Assisted China Business Banking Officers to target and approach potential clients
- Launched a comprehensive research focus on Sino-U.S. agribusiness, including export & import business of alfalfa, dairy, almonds, cotton, and fruits

#### [East West Bank, Pasadena, CA, United States](#)

July 7, 2014-August 15, 2014

##### Shenzhen Companies Research Program

- Helped the headquarter office and Shenzhen branch to identify potential clients in Shenzhen, Guangdong, China
- Made financial analysis and market outreach recommendations

#### [Citibank \(China\) Co., Ltd. Shenzhen Branch, China](#)

May 2013-August 2013

##### Compliance Intern

- Worked side-by-side with senior compliance officers to achieve the balance between maximization of profit and adherence to policies
- Followed up with policy change from the official websites of major supervision departments: People's Bank of China, China Banking Regulatory Commission and State Administration of Foreign Exchange. Edited policy memo and regulation brief
- Examined the mutual interaction between policy and market. Wrote reports and sent to supervision department, including the report of fluctuation of interest rate, the report of suspicious foreign exchange transaction, the report of credit card sales activities and financial products, as well as monthly mortgage loan report
- Assisted Compliance department to initiate anti-money laundering workshop
- Served the local community by participating in Citi's 8<sup>th</sup> Annual Global Community events

#### [China Galaxy Securities Co., Ltd., Beijing Financial Street Branch, China](#)

October 2011-December 2011

##### Consulting Department Intern

- Assisted the investment consulting team with exploring all investment values for clients, understanding each client's requirement and preference from client portfolios and creating strategies to meet their financial goals
- Assisted customers with establishing new accounts
- Updated client information, including providing assistance to clients to fill out information forms and data entry
- Worked as receptionist and switchboard operator at front desk

#### [English Corner Magazine, Beijing, China](#)

April 2011-October 2011

##### Student Leader in Sales Department

- Responsible for the product promotion, training and advertising in universities in Beijing
- Organized Sales & Promotion teams to performed door-to-door within the campus
- Offered the subscription, delivery and after-sale service

#### [Euro-me Industrial Source & Service, Shenzhen, China](#)

July 2009-August 2009

##### Administrative Intern

- Developed an understanding of the main products and enhanced the network promotion
- Administrative work and daily operation, including translated companies' materials

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### Professional Profile

- Diligent international student with profound understanding on Chinese culture and brand-new idea on China issue
- Warmhearted communicator who is welcomed by surrounding people and good at develop social relations
- Assiduous team worker who have board interests and has been recognized for excellent job performance
- Motivated, with a strong desire to learn cutting-edge skills and working with challenges

- Language Skills: Native Chinese Speaker, Fluent English, Intermediate Cantonese
  - Knowledge of SPSS and STATA statistical software & GIS
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### Education

Graduate School of Public and International Affairs (GSPIA), University of Pittsburgh Master of Public and International Affairs; International Political Economy major Graduate Certificate in Asian Studies	April 2014
Department of Public Management, University of International Relations (UIR), Beijing, China Bachelor of Management; Administrative Management major	2012

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### Research Experience

GSPIA Capstone Seminar: Financing the NGO for development <ul style="list-style-type: none"> <li>• Learned the basic skill for the financing process of NGOs, develop fundraising plan and grant writing</li> <li>• Targeting in Tanzania, further African studies and development policy focused on anti-HIV/AIDS issue</li> </ul>	January 2014- April 2014
China Today: Economy, Technology and People, University of Pittsburgh <ul style="list-style-type: none"> <li>• Final Research Paper — Third Plenum: Too much Talk, Not Enough Substance</li> </ul>	October 2013-December 2013
UIR Scientific Research Competition, UIR, Beijing, China <ul style="list-style-type: none"> <li>• Project — Improving the Traffic Management for Beijing with the Traffic Demand Management Theory</li> </ul>	April 2011-April 2012

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### Volunteer and Leadership Experience

<a href="#">Purposeful Penny, University of Pittsburgh</a> <ul style="list-style-type: none"> <li>• Help to initiate fundraising events within the campus in 2013 and 2014</li> </ul>	January 2013- April 2014
<a href="#">Center of Metropolitan Study, GSPIA, University of Pittsburgh</a> <ul style="list-style-type: none"> <li>• Wrote literature review and abstracts of journals focus on metropolitan study</li> <li>• Helped to manage CMS' database: Interactive Bibliography on Metropolitan Regionalism</li> </ul>	August 2013- April 2014
Representative of Department of Public Administration, UIR, Beijing, China <ul style="list-style-type: none"> <li>• Acted as the connection between students and school managers to improved campus life</li> <li>• Assisted professors with the arrangement of academic conferences and speeches</li> </ul>	2011-2012
Student Cabinet Member, Department of Public Administration, UIR, Beijing, China <ul style="list-style-type: none"> <li>• Performed administrative tasks for the Dean's Office and other staff</li> <li>• Responsible for organized entertainment and recreation activities within the campus</li> </ul>	2010-2011