

Zixuan (Chloe) Zhou

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Education

Carnegie Mellon University

Major in Business Administration & Statistics, minor in Computational Finance

Pittsburgh, PA

09/2021 - 05/2025

- **GPA:** 3.8/4.0, Dean's List all semesters
- **Relevant Coursework:** Derivative Securities, Investment Analysis, Discrete Time Finance, Accounting, Imperative Computing, Operational Management, Statistics and Probability, Modern Regression, Business Presentation

Professional Experience

Spica Capital

Intern

Remote

09/2024 - Present

- Process 150 companies weekly for deal sourcing, entering precise, format-consistent information to support deals follow-up; draft due diligence for businesses of interest
- Track 40 deals simultaneously and update documents promptly; manage email for processing deals, signing documents, and communicating with brokers and business owners
- Expect to work more in company valuation and active deal processing in following months

PricewaterhouseCoopers

Intern at Deals Services

Guangzhou, China

05/2024 - 08/2024

- Developed valuation models for over 10 OTC companies; conducted comprehensive financial and business model analysis
- Drafted due diligence reports by researching and summarizing company announcements, equity composition, financial statements, and legal information
- Reviewed loan contracts and edited debt analysis in financial reports, prepared test reports and sensitivity analysis for goodwill impairment, interest expense, and depreciation

Honda

Intern at Sales Department

Chongqing, China

05/2023 - 06/2023

- Managed customer reception, including needs assessment, answering questions, making recommendations, negotiating prices, and closing deals
- Assisted in preparing transaction documents: invoices, bill of sale, title applications, and financing forms
- Conducted market research and reports on competitor products, customer preferences, market trends, and sales strategies
- Compiled weekly sales reports and KPIs; liaised with the finance department for prepayments and reimbursements

Research & Leadership

Carnegie Mellon University, Mathematical Finance Research

Research Analyst

Pittsburgh, PA

06/2023 - 08/2023

- Programmed exotic option pricing models by incorporating Black-Scholes to control margin of error within 10%
- Added stock price simulator to option investment optimization software; enhanced investment strategy by collecting 1000+ simulation results and considering risk tolerance

Quant Club Market Making Game

Leader

Pittsburgh, PA

03/2023

- Secured 3rd Place among 36 teams; received nominations for "Most Accurate Valuation" in four consecutive rounds
- Allocated tasks to collect quotes, record transactions, and manage assets efficiently; coordinated team strategy adaptations to improve performance and close a 30% score gap

Smart Woman Securities Stock Pitch Competition

Leader

Pittsburgh, PA

02/2022 & 02/2023

- Achieved 1st Place among 32 teams
- Pitched NextEra Energy; forecasted and achieved growth from \$75.3 to \$93.8 within six months
- Self-taught and led study groups on DCF, comparable analysis, and financial statement review

Skills & Interests

Technical: Python, Microsoft Suite, PowerPoints, R Studio

Language: English, Mandarin (native)

Interests: Accordion, Piano, Guitar, Surfing, Hiking, Opera Singing