

Qingyi Wu

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Career Objective: IBM_Business Transformation Consultant

PROFILE

With experience in management consulting, data analysis internship, good at solving open-ended problems, skilled in industry research, interview minutes collation, client consulting project support, good at collecting data and integrating information, can independently write research and analysis reports, with strong language and work reporting skills, with data collection and analysis application skills.

EDUCATION

University of Sydney | Master of Commerce (Finance & Marketing) 2021.03 – 2023.06
George Washington University | Bachelor of Economics 2016.08 - 2020.08

INTERNSHIP EXPERIENCE

Nielsen | CPG - Data Analysis 2022.06 - 2022.09

- Participated in collating and analyzing the estimated sales data of the client brand's national offline cosmetic shops in 2022 and assisted the team in the preliminary derivation of factors affecting sales.
- Extracted 2022 offline sales data for the customer branded cosmetics industry using SQL and processed the extreme and discrete data using Python (Pandas, Numpy).
- Visualized the data using Power BI and PPT and collaborated with the team to report to the client company for their business development.
- Assisted team leaders with administrative matters, including translating English materials, cross-departmental communication, collecting and giving feedback on project issues, etc., which was recognized by the leaders on many occasions.

China International Capital Co., Ltd. | Investment Banking Intern 2020.12 - 2021.02

- Assisted in the research and analysis of the healthcare industry, including collecting and collating data on the size of the industry and sorting out the market shares of the top players in the two sub-sectors of oral care and Chinese medicine.
- Participated in company meetings and industry campaigns, collated and recorded a total of over 50 minutes of supplier or key client meetings, and completed an analysis of the company's current situation based on interview minutes.
- Collected information and market information on outstanding commercial investment cases in the sector that are of reference to our track market, and summarized PE/VC and its related M&A news on a weekly basis.
- Participated in collating a list of pre-diligence questions for a private equity investment project, assisted management in conducting interviews and drafting investment memoranda.
- Assisted in writing an average of 3-5 research reports monthly, independently produced, proofread and corrected over 20 pages of PPT, and collated information and data using Excel.

PWC | Management Consulting - Strategy & Operations Team 2019.06 - 2019.09

- Conducted desk research on the We-media industry, researched market volumes and the direction of development in different regions, policy changes, formed preliminary conclusions on the analysis of the industry, wrote the final report and submitted it to the project manager, which was approved by the leadership.
- Researched two segments of the We-media industry, platforms and influencers, and assisted the project team in writing a 20-page report on the incubation model, profit-sharing model and management of influencers, and provided the client company with strategic market entry directions and decision-making recommendations.
- Assisted the project manager in participating in client and expert interviews, writing meeting minutes and independently completing the interview summary page in the appendix of the project delivery report.

PROJECT EXPERIENCE

Clinuvel Medicinal Corporation Strategic Development Assessment Vanguard Private Equity Firm 2022.08 - 2022.11

Project background: Selected as a representative of outstanding students to participate in the "Vanguard Program" (15%), a simulated PE firm investment perspective, completed the entire project process from industry analysis, track selection, to the company competitive investigation, and finally formed the investment plan.

Project duties:

- Researched biopharmaceutical market segments based on publicly available industry information and external research reports.
- Formed the initial list of investee companies through market scanning and key player analysis as the group sponsor.
- Performed commercial and financial due diligence on the initial screening companies, focused on company history, corporate annual reports and industry valuation levels.

Project outcome: Finally outputted the investment plan and presented it to the Investment Committee as a representative of the team.

CAMPUS EXPERIENCE

Campus Photography Club | Deputy Director of Finance Department 2017.08 - 2019.06

- Recorded daily and activity expenses, reviewed various reimbursement forms, managed reimbursement invoices and reported monthly turnover to management.
- Formulated recruitment plans based on the existing staff in the department, wrote the recruitment plan, screened over 50 student CVs and recruited 5 new members to the department.

Recycling Club | Minister 2016.09 - 2019.05

- Led the long-term partnerships with two off-campus charitable fundraising organisations for the regular disposal of recyclable waste on campus.

- Managed to keep abreast of club members' thoughts, co-ordinated relationships and dealt with internal conflicts, and assisted with care activities, motivational and group building activities to enhance team cohesion.

ADDITIONAL INFORMATION

- **Qualifications:** CFA Level 1 (Candidate); FRM Level 1(Candidate).
- **Languages:** English (TOEFL 100+, with good listening, speaking, reading and writing skills and fluency in spoken English); Chinese (native).
- **Software skills:** Microsoft Office; Python; Stata (basic); Tableau.
- **Hobbies:** Piano (Level 10); language studies (Spanish & Korean); photography and video editing.