

Vivian Miao

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-	UCL	3D BIM	SQL	GPA: 3.5/4.0	09/2019 ~
-		, M&A,		GPA: 3.2/4.0	09/2016 ~ 07/2019

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SMCP-Maje			12/2018 ~ 05/2019
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University College London MSc Digital Innovation in Built Asset Management	09/2019 ~ Present
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University of Manchester BSc (Hons) International Business, Finance and Economics	09/2016 ~ 07/2019
- Management Economics, Statistics, Financial @ ' H! ' International Business Management .) - /)+	

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XI'AN BANK Summer Assistant financial manager China.	06/2019~09/2019
- Established consumer relations and financial product training, and effectively communicated with 30+ high-net-worth consumers, and successfully promoted 20+ financial products.	
- Understood the structure and operations of retail banking to assist customers with basic banking capabilities.	
- Built financial models and assisted in their implementation with senior team members.	
SMCP FASHION RETAIL -MAJE Fashion Consultants UK	12/2018~05/2019
- Engaged with High-end fashion retailing. Provided necessary fashionable styling and look suggestions. Shop floor visual merchandising, restocking and replanting.	
- Communicated with upstream suppliers and other stores to determine supply chain management and manipulate delivery and inventory counting.	
- Generated target performance reports, financial analysis, and market analysis to analyze dominate business strategy.	
- Take the initiative to expand the Chinese market, responsible for information system management, monitoring of new social media marketing, i.e. WeChat subscription, Weibo, Instagram website maintenance.	
CHANGJIANG SECURITIES Internships in the Industry Research Group China.	07/2018~09/2018
- Browsed industry news and company press leases to produce daily briefings.	
- Organized 5+ financial product promotion activities related, expanded new customer groups, basic secondary market financial market knowledge training.	
- Processed consumer information and participated in the analysis of consumer type ratings, and reviewed CRM systems to improve monthly performance rates.	

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GlaxoSmithKline Academic Research University of Manchester Business Analysis Research Project	09/2018~01/2019
□ Wroten 20-page study that examines GlaxoSmithKline's assessment of the risks of product development and sales to maximize shareholder value.	
□ Analysis of the industry environment in the pharmaceutical industry, as well as the details of strategic changes in GlaxoSmithKline's position and capabilities in the industry environment, and the objective trajectory of the analysis. Used SWOT analysis and Porter five-force strategy analysis methods, as well as financial initiatives and hard data analysis under different challenges of its product development and sales methods strategies. In addition to emphasize how GlaxoSmithKline has diversified its R&D and M&A strategy, considering its latest status and current performance.	
Stocks Portfolio Analysis University of Manchester Portfolio analysis	01/2017~06/2017
□ Fund Portfolio Set up, a project used the "Single Index" CAPM tool to allocate the weight of each stock in the portfolio during the project. 5 different industry stocks selected based on industry, beta, and size factors. After two phases of six months of market tracking, single-share movements and financial analysis, my team achieved 0.53% Average portfolio return rate which is greater than real-time market average return.	

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University of Manchester Peer Mentors UK	10/2017~09/2019
- Arranged orientation for the freshman, explained campus map guidance, rechecked the security of field.	
- Guided the new students for enrolling, academic advice and professional guidance for modules selection, and advice on enriching campus life to participate in various societies	
- Completed the Social Justice Challenge and received the Manchester Leadership Award .	
University of Manchester 'One Drama Club' Outreach Department UK	12/2016 – 06/2018
- Led contacts/negotiations with local restaurants, logistics companies and educational institutions, establish strategic partnerships and sponsorship relationships for advertising and campus social events; successfully obtained more than 200 ponds sponsorships for the community.	
- Participated in the planning of two offline and offline drama promotion campaigns; successfully attracted more than 100 students, promoted traditional Chinese culture and received the affirmation of the university.	
Young Entrepreneurs - Startup Business Competition Project Sponsors and Finance Heads UK	01/2013~12/2014
- With a group of 5 people founded 'Rewire' young startup company, mainly focused on electronic device accessories sales and customization. Was responsible for upstream supply channels and logistics supply chain management arrangements. Led the management of basic financial services, financial activities such as bank bookkeeping, accounts payable and other FSLIs. Generated quarterly financial statements, retail cash flow reports, and cost-benefit analysis. The pilot earned 275 pounds over a four-month period and won the 'Best Financial Management Award'.	
British Heart Foundation Retail Volunteers UK	09/2015~+,/2016
- BHF is committed to building a sound treatment for congenes' hearts through the Charitable Recovery Income Fund. Responsible for the second-hand material repurchase processing, community social practice, contact other store locations to determine the availability of goods.	
- Developed good interpersonal skills and engaged with clients with limited abilities in a sincere and friendly manner. Familiarized with the UK Charity System, developed knowledge with a caring gratitude and a sustainable mindset.	

□ CERTIFICATES AND SKILLS

Computer Ability	Be proficient in Microsoft Offices and Photoshop. Bloomberg Terminal; CRSP; SPSS; SQL Database Management; Self-tinged Python.
Professional Certificate	CFA Level 1 (Pending).
Language Ability	Chinese (mother tongue); Cantonese (skilled); English (proficient) IELTS Score 7 French (Basic) University level 4.