



## 徐韵哲

📅 年龄：25岁

♂️ 性别：男

📏 身高：186cm

👤 民族：汉

📍 籍贯：上海

📅 工作年限：1年经验

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## 📁 工作经验

2023-08 ~ 2024-02

### 上海纽上伦科技有限公司 (EqualOcean)

百人会项目经理

- 负责12月上海GGF论坛（报名人次2500+）主论坛主持稿撰写，参会嘉宾接待，圆桌会议嘉宾手册的编撰，活动期间领袖饭局的组织，嘉宾演讲回顾文章的整理与编写；分论坛海外洞察论坛的主持
- 负责百人会社群三大主社群中行业精英群与海外精英群（入群标准：B轮及以上融资公司的创始人/CEO/出海业务负责人，公司社群成员人数300+）的日常运营：通过分享出海相关新政策/新趋势、业内内幕发起讨论提升社群活跃度，定期线下拜访维护关系
- 参与百人会线上/线下闭门会主题的制定；编写了百人会入会成员问卷，调研社群成员诉求，灵活安排国内研学/海外游学目的地与活动路线
- 负责百人会成员的持续拓展与拉新
- 以百人会现有的资源配合内容部与商务部筛选适合的受访者与合作对象开展项目

2022-11 ~ 2023-06

### 上海德筑企业管理有限公司

RA

职位方向: 专注于汽车，智能机器人行业全岗位职位招聘如销售，市场，技术开发，供应链等。

- 负责客户对接、职位分析及目标/竞对公司的深度人才mapping。
- 与候选人沟通，并对进入流程的候选人进行面试辅导，并及时跟进候选人与客户的对接。offer谈判及人选录用保证期内持续跟踪。

参与Case:

- 大众安徽0-1阶段的高管招募：大中华区华中大区总、华东大区总各1人进入第三轮面试，车展活动高级经理1人进入第二轮面试，内容运营1人进入第二轮面试
- 高仙机器人：海外销售国家经理，意大利国家经理、泰国国家经理、北欧负责人各一人，均进入面试流程
- 极星汽车：PR高级经理，候选人两位均进入二轮面试，后因极星PR团队结构变动岗位关闭

成功案例:

- 禾赛科技内审总监：全程跟进，依据禾赛汽车行业科技公司的属性与赴美上市的需求，筛选出有四大内审+外资车企+科技民企背景的候选人，并根据同职位落选候选人经验提取面经验进行针对性辅导，再两轮面试后成功入职。回款28万
- Stellantis集团SQD：全程跟进，依据HR描述与对该岗位离职员工背景信息的调查，筛选出汽车Tier 1供应商+熟悉SMT贴片工艺的候选人，岗位发出后一个月内完成入职流程。回款10万。

离职原因：行业收紧，团队政策优化所有工龄三年以内员工

## 📁 实习经历

2021-07 ~ 2021-09

### 上海我爱我家房地产经纪有限公司

客户经理/会计

- 与公司的法律部门合作，以确保金融产品的可行性和合法性。
- 审批的客户资产背景并取消风险客户，定期追踪业务运营的进度，并将其录入档案。
- 协助公司财务相关的内外沟通与协调工作
- 协助集团的财务筹划工作，含资金、风控、流程、预算等
- 4.在职期间参与了公司对于塘桥与金桥房产项目的实地考察与评估。

2020-06 ~ 2020-08

## 上海力领文化传播有限公司

AE

- 1.负责与客户方项目负责人保持日常联系，推动创意、传播方案的执行，对项目进行细化、整理与跟踪；辅助项目经理跟进不同部门工作、监督内部流程
- 2.全权负责太太乐项目在全平台社交媒体（豆果、下厨房、微博）上的日常动态的更新。
- 3.定期收集社交媒体流量的数据，并在运营计划的下一阶段与客户交流做出相应调整。
- 4.全权负责Godiva在微博的操作，参加了Godiva和Kakao的线下快闪商店的组织，对接与现场运营。

## 教育背景

2021-09 ~ 2022-12

### 南安普顿大学

国际银行与金融研究（硕士）

**专业成绩：**核心课程（专业前5%）

**主要课程：**公司金融，金融风险管理，国际银行，金融定量研究，计量经济，行为金融

**项目：**设计模型调研企业社会责任（CSR）、ESG与中国企业市值的联系，用STAT分析了CSMAR与和讯网的相关数据与变量，具有描述性统计。

核心课程均分85并取得Merit

2017-09 ~ 2021-05

### 布拉德福德大学

会计与金融（本科）

**主要课程：**会计与金融，国际会计和报告的实证方法

**案例研究：**会计与金融项目，设计模型调研董事会成员多样性与公司投资效率之间的关联性，具有描述性统计

以一等荣誉学位毕业

## 校园经历

2020-09 ~ 2021-05

### 布拉德福德大学中国学联

学联秘书长

组织弘扬传播中国文化的各类文娱活动，如英国北部五校联合春晚，负责与当地公司对接吸引活动赞助。与布拉德福德当地租车公司合作，为学生提供机场与学校的往返接机服务。在新冠疫情封城期间，负责中国留学生确证案例的记录，统计活动轨迹与每日体温，并联络当地餐馆为居家隔离的确诊者提供上门送餐。

## 荣誉证书

语言：大学英语CET四级与六级证书，LanguageCert Certificates-International ESOL Certificate High Pass

计算机：Microsoft Office Specialist

布拉德福德大学2019级荣誉奖学金

# Personal Resume

## Information

Name: Yunzhe Xu

Age: 25 years old

Gender: Male

Height: 186cm

Nationality: Shanghai

Service Year: 1 year experience

Phone: 13661881264

Email: 1427289593@qq.com



## Work Experience

**Aug 2023 - Feb 2024**

**EqualOcean**

**Project Manager of GGC100**

1. Responsible for writing the main forum host script of the GGF forum in Shanghai in December (registration number: 2500+), receiving guests, editing the roundtable guests' manual, organizing the leader dinner during the event, sorting and writing the guest's speech review article; Hosting the sub-forum overseas insight forum
2. Responsible for the daily operation of the industry elite group and overseas elite group in the three main communities of GGC100 community (membership criteria: founders/CEOs/overseas business leaders of B round and above financing companies, the number of community members: 300+). Improving community activity by sharing new policies/trends related to overseas expansion and initiating discussions about industry insiders, regularly visit and maintain relationships offline
3. Participated in the development of GGC100 online/offline closed-door meeting themes; Writted the GGC100 membership questionnaire, investigated community members' demands, flexibly arrange domestic research/overseas study destinations and activity routes
4. Responsible for continuously expanding and attracting new members of GGC100
5. Cooperated with the content department and business department to screen suitable interviewees and cooperation partners with existing resources of GGC100 to carry out projects

**Nov 2022 - Jun 2023**

**Consultants for Global Leadership**

**RA**

Job direction: Focus on full job recruitment in the automotive and intelligent robot industries, such as sales, marketing, technology development, supply chain, etc.

- Responsible for customer docking, job analysis and in-depth talent mapping of target/competitive companies.
- Communicated with candidates, provided interview coaching for candidates in the process, and followed up on candidate-customer docking in a timely manner. Negotiated offers and continue to track candidates within the guarantee period of employment.

Cases involved:

1. Volkswagen Anhui Phase 0-1 senior executive recruitment: One person from the general manager of the Central China region and the general manager of the East China region entered the third round of interviews. One person from the senior manager of the auto show activities entered the second round of interviews. One person from content operations entered the second round of interviews.
2. Gaoxian Robot: Overseas sales country manager, Italian country manager, Thai country manager, and Nordic head each entered the interview process.
3. Polestar Automotive: PR Senior Manager, two candidates entered the second round of interviews, but the position was closed due to changes in the PR team structure.

Successful cases:

1. Hesai Technology Internal Audit Director: Followed up the whole process, based on the attributes of He Sai Automotive Technology Company and its need to be listed in the United States, selected candidates with backgrounds in Big 4 Internal Audit + Foreign Automobile Enterprises + Technology Private Enterprises. Also provided targeted counseling based on the experience of unsuccessful candidates at the same position. After two rounds of interviews, they successfully joined the company. 280,000 yuan of payment was received.
2. Stellantis Group SQD: Followed up the whole process, selected candidates with backgrounds in automotive Tier 1 suppliers and familiar with SMT chip mounting technology based on HR descriptions and investigations into the backgrounds of employees who left the position. The onboarding process was completed within one month after the position was posted. 100,000 yuan of payment was received.

Reasons for leaving: Industry tightening and team policy optimization for all employees with less than three years of service.

## Internship experience

**Jul 2021 - Sep 2021**

**5i5j GRUOP (Shanghai)**

**Project Manager/Accountant**

1. Cooperated with the company's legal department to ensure the feasibility and legality of financial products.
2. Background check on approved customer assets and cancel high-risk customers. Regularly track the progress of business operations and record it in the archive.
3. Assisted the company's internal and external communication and coordination work related to finance.
4. Assisted the group's financial planning work, including capital, risk control, process, budget, etc.
5. During my tenure, I participated in the on-site inspection and evaluation of Tangqiao and Jinqiao real estate projects.

**Jun 2020 - Aug 2020**

**Shanghai Lilin Culture Communication Co.**

**AE**

1. Responsible for maintaining daily contact with the project leaders of clients, promoting the execution of creative and communication plans, refining, sorting and tracking projects, and assisting project managers in following up on different department work and supervising internal processes.
2. Fully responsible for updating the daily dynamic of Taitale project on all social media platforms (Douguo, Xiachufang, Weibo).
3. Regularly collected social media traffic data and made corresponding adjustments in the next stage of the operation plan after communicating with the client.
4. Fully responsible for the operation of Godiva on Weibo, participated in the organization of Godiva and Kakao's offline flash store, and handled the on-site operation.

## Education

**Sep 2021 - Dec 2022**

**University of Southampton**

**International Banking&Financial Studies (Master)**

**Main courses:** Corporate Finance, Financial Risk Management, International Banking, Financial Quantitative Research, Econometrics, Behavioral Finance

**Project:** Designed a model to investigate the relationship between corporate social responsibility (CSR), ESG and the market value of Chinese companies. Use STATA to analyzed relevant data and variables from CSMAR and Hexun.com,

with descriptive statistics.

Average score of core courses: 85 (top5% in the major), and graduated with 2021 degree

**Sep 2017 - May 2021**

**University of Bradford**

**Accounting and Finance (Bachelor)**

**Main courses:** Accounting and Finance, Empirical Methods of International Accounting and Reporting

**Case study:** Accounting and Finance project, designing a model to investigate the correlation between board diversity and investment efficiency of companies, with descriptive statistics

Graduated with a First-Class Honors degree.

## Campus experience

**Sep 2020 - May 2021**

**Chinese Student Council**

**Secretary-General of the student union**

Organizing various cultural and entertainment activities to promote and spread Chinese culture, such as the Spring Festival Gala of the Five Northern British Colleges, responsible for attracting sponsorship for the event by connecting with local companies. Cooperating with local car rentals in Bradford to provide roundtrip airport pick-up services for students. During the lockdown period of the COVID-19 epidemic, responsible for recording confirmed cases of Chinese students, tracking their activity trajectories and daily temperatures and contacting local restaurants to provide take-out meals for those who are under home quarantine.

## Honors & Awards

Language: College English Test (CET) Band 4 and Band 6 certificates, LanguageCert Certificates - International ESOL Certificate High Pass

Computer Skills: Microsoft Office Specialist

Bradford University 2019 Honor Scholarship