

# 孙慧

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## 教育背景

贝叶斯商学院（英国 top10 商学院） 公司金融 硕士研究生 2022/09-2023/10

一等荣誉学位毕业，主要课程包含公司金融与估值，风险管理，企业并购，财务报表分析等，熟练掌握不同估值方法模型的建立，曾参与 Bloomberg 全球交易挑战赛

复旦大学 无机化学 硕士研究生 2017/09-2020/11

连续三年获得复旦大学硕士生优秀学业奖学金，以第一作者的身份在高水平 SCI 期刊发表学术文章，曾参与北茶园“园丁助学”志愿服务、上海市大学生平安志愿者

中南大学 应用化学 本科 2013/09-2017/06

曾担任班级团支书及学习委员；曾获得校级优秀学生干部，并连续三年获得校级学年奖学金、院级优秀学生称号

## 工作经历

顺势而为投资管理有限公司 研究员助理 2021/10-2022/03

- 收集市场及行业新闻热点，分析政策、热点事件对行业和公司影响，记录整理相关研讨会、电话会议资料，为研究员提供决策支持；
- 监测、跟踪当下行业及个股热点趋势，识别、分析不同指标下的强势个股，协助研究员进行股票池的维护及扩大工作；
- 对个股进行深度研究，跟踪公司经营情况，建立估值模型，分析盈利增长潜力及稳定性，完成研究报告。

赛诺韦尔科技有限公司 亚马逊运营管培生 2020/11-2021/07

- 用户需求调研：为客户提供售前及售后服务，收集消费者的反馈和评价，针对客诉情况分析产品痛点，与产品开发部门合作进行产品质量的改进及产品功能的升级，提高客户满意度；
- 运营策略优化：通过对市场及竞品的分析，分析自身产品的亮点及不足，更有针对性地进行产品广告的投放和促销活动的举办，所负责产品 2 个月内页面浏览率增长 40%，销售业绩达到每月 20,000 美元以上及 20% 的净利润率，店铺排名进入亚马逊美国站点前 100 名；
- 销售数据分析：负责团队每周销售数据报表的整理及分析。

华为技术有限公司 人才管理部实习生 2019/07-2019-09

- 人才管理部（COE）暑期项目实习生，主要负责支持个人绩效管理优化变革项目的相关工作；
- 项目方案调研支持：洞察微软公司的个人绩效管理新模式，为方案更新提供支持；基于公司内部舆情监测情况，结合文献调研及访谈、问卷调查的方法，调研职业安全感与员工绩效间的关系，并对调研结果进行汇报；
- 协助人力资源专家进行 PBC2.0 新目标管理及同行评议工具的试点推广及赋能宣传，包括会议记录的整理，领导和员工的意见及问题反馈的汇总；
- 支持人力资源专家完成个人绩效管理赋能空间的改造，包括赋能课件的更新，知识地图的设计等。

## 实践经历

中南大学青年志愿者协会 副会长 2013/09-2016/07

- 负责新媒体中心的学生培训及管理，完成了信息部、宣传部及网络新闻部的合并；参与负责大型活动的策划及执行，如国际志愿者日晚会及学校迎新活动；负责协会招募及宣传工作，任职期间协会各平台活跃人数稳步上升 126%，并注重运营内容上的创新，多次组织线上线下等活动；
- 积极参与志愿活动：怡智家园志愿者，长沙地铁志愿者，POI 线上项目志愿者。

## 附加信息

- 熟练的英语听说读写能力：雅思（7.0），英语 CET-4（593 分），CET-6（583 分）
- 精通使用 world、Excel、Power Point 办公软件，熟练使用 Bloomberg、Wind 数据工具，熟练掌握 python 编程语言
- 爱好：读书，徒步，旅行

## Hui Sun

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### EDUCATION

**Bayes Business School (formerly Cass)**      **London, UK**      **MSc Corporate Finance**      **Sep 2022-Oct 2023**

Core modules include Corporate Finance and Valuation, Corporate Risk Management, Merger and Acquisitions, Financial Statement Analysis, etc. Well-practiced in building valuation models. Participated in Bloomberg Global Trading Challenge.

**Fudan University, Shanghai, CHN**      **MSc Inorganic Chemistry**      **Sep 2017-Nov 2020**

Main research area is the synthesis and application of noble metal nano materials. Published scientific article as the first author in *Journal of Colloid and Interface Science* included by Science Citation Index with high impact factor 8.13.

**Central South University, Changsha, CHN**      **BSc Applied Chemistry**      **Sep 2013-Jun 2017**

Completed the course of Higher Mathematics A (86/100), Theory of Probability and Mathematical Statistics (80/100), the Base of Computer Programming (C++), etc. Earned a university academic scholarship for three consecutive years.

### PROFESSIONAL EXPERIENCE

**Wind Surfing Capital Co., Ltd., Shenzhen, CHN**      **Equity Research Analyst**      **Oct 2021-Mar 2022**

A private long-only fund investment company actively trades in both U.S. and China stock market with a size of \$500 million.

- Collected daily hot financial and business news, documented related seminars and earnings call to support the senior analyst in expanding and maintaining stock coverage.
- Identified trends of volatility and monitored market development weekly, explored strong individual stocks under different indicators or periods using data filtering.
- Contributed to equity research work mainly focus on clean energy and semiconductors sectors. Wrote research report by revisiting company financial model, analyzing revenue growth potential and stability.

**Sinowell Technologies Co., Ltd., Shanghai, CHN**      **Amazon Operation Specialist**      **Nov 2020-Jul 2021**

A foreign trade business company selling products through traditional B2B and B2C e-commerce channels.

- Enhanced customer service by building a new standard and communicating with related departments to meet the demands of customers. Advanced product upgrading process and increased customer satisfaction by 5% over 1 month.
- Optimized operational strategies of products including benchmarking against competing products, perfecting product listings, formulating targeted promotion activities and advertising campaigns. Increased page views by 40% over 2 months. Realized personal sales performance about \$20,000 per month and 20% net profit rate.
- Analyzed sales data and produced weekly sales reports for reference to team, contributing to improvement of inventory turnover rate.

**Huawei Technologies Co., Ltd., Shenzhen, CHN**      **Talent Management Intern**      **Jul 2019-Sep 2019**

- Supported project design with practical and theoretical research insight into personal performance management model of Microsoft company, providing support for scheme update; Investigated the relationship between job security and employee performance with literature research and questionnaire survey, giving a presentation independently on the research results.
- Supported HR expert for the publicity and implementation of the new performance management tool in pilot departments including summary of meeting minutes, collection of feedback from leaders and employees.

### ADDITIONAL INFORMATION

**Languages:** Mandarin (Native), English (Fluent, IELTS 7.0)

**IT Skills:** Proficient in Microsoft Word, Power Point and Excel. Skilled in using Bloomberg, Refinitiv Eikon, Wind, Python.

**Volunteer Activities:** Volunteered at a children's charity in Shanghai coaching homework in spare time for one year (May 2018-May 2019), developing communication skills and presentation skills. Served as a head director of University Volunteer Association (Sep 2013-Jun 2015).