

# Qiao Qiao (Chelsea) Yin

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## EDUCATION

**University of Maryland**, Robert H. Smith School of Business **GPA: 3.9/4.0**  
Bachelor of Science, Finance & Bachelor of Arts, Economics College Park, MD  
College of Computer, Mathematical, and Natural Sciences: Minor in Statistics Expected: May 2013

### Emerging CFO Fellows

August 2011-Present

- Enhance knowledge and skills required in corporate finance and investment banking

## PROFESSIONAL EXPERIENCE

### J.P. Morgan

New York, NY

*Investment Banking Summer Analyst*

May 2012 – August 2012

- Selected for the ten-week Investment Banking summer internship program

### Lemma Senbet Fund

College Park, MD

*Equity Analyst – Financials Sector*

May 2011 – Present

- Competitively selected as 1 of 12 students to manage a \$700,000 university endowment fund
- Formulate investment pitches, with a focus on banks and insurance companies, utilizing discounted cash flow and multiples valuation supported by sensitivity and qualitative analysis, to arrive at “buy,” “hold,” or “sell” decisions
- Provide current and potential holding analyses on weekly sector updates, market conditions, and portfolio strategy

### J.P. Morgan

Newark, DE

*Investment Banking Operations Summer Analyst*

June 2011 – August 2011

- Competitively selected as 1 of 3 sophomores to participate in the Corporate Development Program in Delaware office
- Supported the multi-billion dollar syndicated loan portfolio with various loan activities, including drawdown, loan repricings, repayments, fee payments, and PIK capitalization
- Managed and prioritized multiple projects across different time horizons within deadlines
- Developed strong relationship with agent banks in Europe and internal business partners across the globe

### China Merchant Bank

Jinan, China

*Summer Credit Analyst*

June 2010 – August 2010

- Assisted institutional clients to meet their business needs and worked on the project to issue \$10 Million letter of credit
- Provided analyses about companies' financial health and assessed the default risk
- Gained real-world exposure to the banking industry of China and developed strong relationship with external clients

### Crown Plaza Hotel

Jinan, China

*Account Manager Intern*

June 2009 – August 2009

- Conducted industry, economic, and SWOT analyses for Crown Plaza Hotels in China
- Maintained good communication with existing clients to effectively address their needs and identified potential clients
- Learned to anticipate and influence consumer behavior to maximize revenue from a fixed, perishable resource

## LEADERSHIP EXPERIENCE

### Robert H. Smith School of Business

College Park, MD

*Business Statistics Teaching Assistant*

August 2010 – Present

- Lead 2 weekly discussion sections, emphasizing important concepts taught in lecture and reinforcing course material
- Improve student performance, help with exam preparation, and respond to 60 students' concerns during office hour

### Resident Life Department, UMCP

College Park, MD

*Resident Assistant*

August 2010 – Present

- Develop community with 70 residents by organizing social and academic activities, such as Tie Dye Night
- Respond to residents' behavior concerns, enforce behavior expectations, and mediate conflicts when they arise

### J.P. Morgan Winning Women

New York, NY

*Honors Program-Investment Banking/Sale & Trading*

April, 2011

- Gained overview of J.P. Morgan and its Investment Bank businesses and networked with current employees

## SKILLS & INTERESTS

**Technical Skills:** Bloomberg, Reuters 3000 Xtra, Matlab, Proficient in Microsoft Excel, PowerPoint, and Access

**Languages:** Native Speaker in Mandarin Chinese

**Interests:** Ceramics, Golf, Cooking, Travelling, Table Tennis, and Ballroom Dancing