

# Lan Yao

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## EDUCATION

**Columbia University**, Graduate School of Arts and Sciences  
*Master of Arts in Economics*

**New York, NY**

*Expected: December 2019*

**University of California, San Diego**  
*Bachelor of Science in Management Science*

**La Jolla, CA**

*September 2015 – June 2018*

- **Overall GPA:** 3.91/ 4.00; **Major GPA:** 4.0/ 4.0, **Magna Cum Laude, Phi Beta Kappa**
- **Relevant Coursework:** Financial Accounting, Microeconomics, Macroeconomics, Econometrics, Calculus, Linear Algebra, Probability, Operation Research, Financial Market, Financial Risk Management, Corporate Finance

## WORK EXPERIENCE

**Agricultural Bank of China**

**Dalian, China**

*Trainee, International Finance Department*

*July 2018*

- Issued and audited letter of credit for two Chinese and Japanese corporates for trade financing purposes
- Prepared daily exchange rates for multiple foreign currencies and transacted 250 thousand dollars' worth of foreign exchange business using Agricultural Bank of China foreign exchange trading system
- Analyzed foreign exchange fluctuations based on case study, *The RMB Against The US Dollar Slump*, and historical data of China-US exchange rate from State Foreign Exchange Administration

**China Telecom Americas**

**Los Angeles, CA**

*Business Development Intern*

*May 2017 – May 2018*

- Provided weekly analytical reports on marketing campaign performance, media outputs, and regional customers feedbacks; generated 310 thousand dollars potential revenue
- Conducted market research to determine targeting market on San Diego area and explore potential market
- Led a team of five to perform guest service support to over 4,000 people through communication system

**China Central Television**

**Beijing, China**

*Analyst & Planning Editor*

*August – September 2017*

- Discussed and decided daily news topics of economics, finance, and international affairs with senior editors; collaborated with business correspondents for detailed analysis on industries including Sharing Bicycle Economy
- Assigned tasks, investigation directions, and focus groups for journalists; reported progress and obstacles encountered during investigation to chief editor

**Jinshi Futures Co., Ltd.**

**Dalian, China**

*Data Analyst*

*June – July 2017*

- Performed daily data and news update on futures market; collaborated with cross-functional team of three to provide daily, weekly and monthly reports to estimate future market trends
- Compiled key financial data of multiple rising industries in China and completed weekly analytical reports using Excel to evaluate and visualize overall performance of an industry for the past three months

## LEADERSHIP EXPERIENCE

**UC San Diego Chinese Business Society**

**La Jolla, CA**

*Vice President*

*September 2016 – January 2018*

- Restructured executive board and departments; collaborated with cross-functional teams to analyze current issues and formulate the next one year future goals
- Organized the Fall 2017 International Job Fair with over 60 enterprises and 800 students to attend

**UC San Diego Department of Economics**

**La Jolla, CA**

*Teaching Assistant — Financial Accounting & Econometrics*

*March – December 2017*

- Assisted professor to prepare lecture materials every week and graded students' exams
- Hold weekly office hours and led discussion sessions to provide extra help for students regarding projects and exams

## SKILLS & INTERESTS

**Languages:** Native in Mandarin; Fluent in English; Conversational proficiency in Cantonese

**Data Analytics:** Excel, MATLAB, Stata

**Interests:** Piano (Central Conservatory of Music Highest level), Traveling, Tea Culture, Ballet