

仇欣雨

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教育经历

香港中文大学（深圳） **深圳**

金融学　本科 2020 年 9 月—2024 年 5 月

- 相关课程(全英文教学)：固定收益产品；供应链管理；财务管理；金融学基础；资产定价；宏观经济学等

实习经历

法国巴黎银行 **上海**

全球市场部（销售交易）　固定收益机构销售实习生 2022 年 7 月—2022 年 12 月

- 根据市场概况和趋势，为金融机构客户准备投资想法并更新推介手册；每天总结团队交易，包括风险监测和模拟。
- 整理、统计境内城投债相关背景资料；制作、更新法巴固收销售业务介绍幻灯片；
- 起草每日评论，总结每日相关市场新闻，更新关键经济数据。

中金公司 **上海**

固定收益部　机构销售实习生 2022 年 3 月—2022 年 6 月

- 搜集海外多个国家的国债基本信息、成为承销团的要求；制作周度回顾和研报摘要；
- 了解境外央行类机构进入中国银行间外汇市场业务的流程规范；参与制作每周的利率业务分享交流材料；
- 每日统计本组的银行间交易记录、一级市场发行计划并翻译；定期翻译利率债市场日报、会议纪要、路演通知等。

华泰证券 **上海**

研究所　固定收益部（张继强团队-新财富第一）实习生 2021 年 12 月—2022 年 3 月

- 协助分析师撰写多篇报告，探究海外债市的盈利模式与“卷”、 活跃券现象解密、新老券利差、低利率环境下保险资产配置应对策略等课题，并独立收集相关数据、制作路演幻灯片；
- 利用 Wind、各券商研报等定期进行日报、周报等日常数据的更新，主要关注资金面与 NCD。

国泰君安证券 **上海**

债券融资部　实习生 2021 年 6 月—2021 年 9 月

- 多次参与债券承做承销业务尽职调查，利用 Wind、证交所官网等收集资料，撰写募集说明书、付息公告、承销费用说明、承销协议等重要公告，涉及 ABS、CMBS、EB 等债券类型，共参与 10 个项目；
- 参与路演 5 场，搜集整理公司资料，制作路演幻灯片等相关材料，独立完成会议纪要，制作媒体推介发行海报；
- 独立制作 6 至 8 月每月的城投债券（上海）估值分析月报；填写委托代理债券兑付兑息确认表；整理并分析客户公司财务报表、关注并统计公司可交债换股情况。

光明乳业股份有限公司 **上海**

市场部　实习生 2020 年 12 月—2021 年 1 月

- 参与莫斯利安品牌与艺术家联名项目及新品包装策划案的会议讨论；参与光明品牌的 IP 项目会议讨论；
- 整理 300 余款近期酸奶市场的新品情况，总结近期酸奶市场的杯装包装基本情况。

上海建元股权投资基金管理合伙企业（有限合伙） **上海**

实习生 2020 年 8 月— 2020 年 8 月

- 参与迦美项目前期数据收集、资料整理，参与项目活动的接待，列席项目研讨会议。

社团经历

香港中文大学（深圳）咨询学会、香港中文大学（深圳）金融学会 **深圳**

管理层 2020 年 9 月—2024 年 5 月

- 组织并主持咨询学会举办的 PwC 咨询工作及分享会，为“咨询学会茶水间”活动搜集整合行研报告
- 为“CFC 金融学会与中信建投课题研究项目”撰写宣传文案，整合筛选投递资料

个人能力

- ■技能：熟练掌握 Office 软件，Wind，Python（基础），Matlab（基础）
- ■语言：英语（大学第一语言），中文（母语）
- ■爱好：滑冰、地壶球、艺术（曾在时尚芭莎杂志担任编辑助理并参与了芭莎珠宝艺术展与芭莎晚宴的策划）

XINYU (CARA) QIU
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EDUCATION

THE CHINESE UNIVERSITY OF HONG KONG, SHENZHEN **SHENZHEN**
Bachelor of Business Administration in Finance *09/2020 - 05/2024*
■Main Courses (English Immersion): Fixed-income; Digital Supply Chain Management System, Financial Management, Foundation of Finance, Asset pricing, Basic Macroeconomics, etc.

INTERNSHIP EXPERIENCE

BNP PARIBAS (CHINA) LTD. **SHANGHAI**
FI Financial Institutional Sales Intern, Global Markets (S&T) *07/2022-Present*
- Prepare investment ideas and update pitch books to FI clients based on markets overview and tendency. Report deal summary for the team on a daily basis, including daily risk exposure monitoring and simulation.
- Draft daily commentary, create new issued pipeline, summarize daily relevant markets news and update key economic data.
- Collating and compiling background information related to onshore LG bonds and participating in DD of the LGFV; Producing and updating slides for the introduction of Global Markets.

CHINA INTERNATIONAL CAPITAL CO., LTD (CICC) **SHANGHAI**
Sales Intern, Fixed Income Department *03/2022-06/2022*
- Gathered information on treasury bonds from overseas countries and requirements for becoming an underwriting group; Producing weekly reviews and research summaries.
- Found out the qualification conditions and application procedures for overseas central banks and similar institutions to the Inter-Bank Foreign Exchange Market; Participating in the production of weekly sharing materials on interest rate business.
- Recorded and translating the group's interbank transaction records, primary market issuance plans; Regularly translating interest rate bond market dailies, meeting minutes, and roadshow notices, etc.

HUATAI SECURITIES CO., LTD **SHANGHAI**
Fixed Income Research Intern, Research Department (Jiqiang Zhang's team) *12/2021 - 03/2022*
- Assisted analysts in writing reports on profitability models in overseas bond markets, the phenomenon of active securities, etc., and independently collecting relevant data and producing roadshow slides.
- Using Wind, updated daily, weekly data of brokerage research reports, etc., focusing on funding and NCD.

GUOTAI JUN'AN SECURITIES CO., LTD **SHANGHAI**
Intern, Debt Financing Department *06/2021 - 09/2021*
- Participated in DD for many times, collecting information through various sources (Wind etc.), writing important announcements such as prospectus, bond interest payment announcements, underwriting agreements and supplemental agreements, involving ABS, CMBS, EB and other bond types, 10 projects in total;
- Participated in 5 roadshows, sorting out company information, making roadshow slides and other relevant materials, and completing meeting minutes, making media promotion posters;
- Wrote monthly reports on valuation analysis of city investment bonds of Shanghai from June to August; Filling in confirmation forms for entrusted bond redemptions and interest payments; Collated and analyzed financial statements of client companies; Followed and counted the exchange of EB for shares.

BRIGHT DAIRY & FOOD CO., LTD **SHANGHAI**
Intern, Marketing Department *12/2020 - 01/2021*
- Joined the discussion on co-branded projects between Momchilovtsi and artists, and new packaging plan;
- Participated in the discussion on IP projects of BRIGHT brand;
- Collated, summarized and analyzed the situation of more than 300 cup packaged yoghurt brands yoghurt market.

SHANGHAI JIANYUAN EQUITY INVESTMENT FUND PARTNERSHIP (L.P.) **SHANGHAI**
Intern *08/2020 - 08/2020*
■Collated pre-project data and information; Assisted in the reception and attended project seminars.

LEADERSHIP EXPERIENCE

CONSULTING CLUB OF CUHK(SZ), FINANCE CLUB OF CUHK(SZ) **SHENZHEN**
Member of Management *09/2020 – 05/2024*
■Organized PwC sharing sessions; Collected industry research reports for Consulting Club Workshop
■Elaborated promotional materials for a joint research project between Finance Club and CITIC Securities

SKILLS

■Technical: Microsoft Office, Wind, basic knowledge of Python and Matlab
■Languages: English (first language at university), Mandarin (native)
■Interests: Skating, floor-curling, art (worked as editor assistant of Harper's Bazaar magazine), new media operation