

# Jia XU

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## EDUCATION

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- 2014-2015 **Imperial College Business School, London, UK - MSc in Management (Management Science Pathway)**
- Core modules: Finance, Business Economics, Accounting, Strategic Management, Entrepreneurship
  - Wrote an investment report on automobile industry in a team of six, graded A
  - Led the financial analysis on a merger between two IT companies, including building a DCF model.
- 2012-2013 **London School of Economics (LSE), London, UK - MSc in Philosophy of Science (Merit)**
- Essay on statistical mechanics graded high distinction
- 2010-2011 **Hebrew University, Jerusalem - Undergraduate Study Abroad Program (USAP)**
- 'Full Undergraduate Scholarship' awarded by China Scholarship Council (Top 5%)
- 2008-2012 **Beijing Foreign Studies University, Beijing, China - BA in Hebrew Language and Literature**
- Overall grade 92/100 (Top 5%), Best Graduate
  - Outstanding Student Leader (5%), First Class Scholarship (10%), Best Dissertation (5%)

## WORK EXPERIENCE

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- 02/2015 - present **Private Client Dining Club (PCD), London, UK – Business Analyst**
- Researched and interviewed the global network of advisors to high-net-worth clients in wealth management, tax/legal solutions, insurance, and property planning
  - Delivered market entry consulting, recommended strategies on expanding PCD to Dubai, Singapore and Hong Kong, resulting in quadruple growth in network size
- 09/2014 - present **88 Initiative, London, UK - Internal Consultant/Business Development Assistant**
- Company Founded by Sir Richard Heygate and Sir Paul Judge, bringing Chinese investments to UK venture stage companies
  - Performed market research on major Chinese and Silicon Valley Venture Capital firms
  - Initiated an internal consulting project and provided recommendations on how to increase market share of the company in the UK. Recommendations accepted by the executive team
  - Planned and led process optimisation to increase deal flow and to engage potential clients, resulting in an expected increase of 140% in client acquisition
  - Wrote and executed marketing campaigns on two Chinese social media platforms in a team of three, resulting in a 200% increase in prospective clients
- 12/2013 – 08/2014 **China Talent Consultant, London, UK – Client Solutions/Business Analyst**
- Interviewed high-net-worth Chinese investors and analysed their investment needs. Advised them on UK start-ups and ensured their awareness of UK immigration regulations; achieved 30% client conversion rate
  - Developed two business plans in a team of four: an equity crowd-funding website and a UK Tier 5 Government Authorised Exchange (GAE) Scheme. These schemes will be the key focus of the company in the following 3 years, drawing investment of at least £36 million to UK companies
  - Assisted organising the Entrepreneurship Competition, with 20+ international teams participating
- 10/2011 – 04/2012 **Israel Chamber of Commerce in China (ISCHAM), Beijing, China - Research Assistant**
- Wrote newsletters and reports for 2,000+ investors to assist them in making investment decisions

## EXTRA-CURRICULAR ACTIVITIES

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- 02/2015 - present **Cambridge Consulting Network, London, UK – Member**
- Delivered market entry consulting for a media company in Romania on entering the global e-learning market, which is expected to draw investments of \$5m
- 10/2014 - present **Imperial College Finance Society, London, UK – Member**
- 10/2012 – 04/2013 **TEDxLSE 2013, London, UK - Creative Team Member**
- Marketed the event on social media and on campus, resulting in all tickets sold out within 2 weeks
- 09/2009 – 07/2010 **Beijing Foreign Studies University, Beijing, China - Publicity Team Leader**
- Led a team of 6 students and initiated marketing campaign and fundraising activities
  - Raised RMB 2,000, the highest fund raised in 3 years

## OTHER INTERESTS & SKILLS

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**Languages:** Chinese (native), English (fluent), Hebrew (professional proficiency)

**IT skills:** Proficient in MS Excel, Word, PowerPoint; Bloomberg

**Volunteering:** London Jewish Museum (04/2013-present)    **Membership:** British Mensa

**Bloomberg Aptitude Test:** 550 (top 14%)    **CFA Level I Candidate** (June 2015)

**Interests:** reading (Financial Times, the Wall Street Journal, the Economist), graphic design (personal online portfolio has over 20,000 visits in 9 years), fine art investment, piano, dancing, Middle Eastern culture, cosmology