

Qian Yang

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EDUCATION

Michigan State University, East Lansing, MI

Present

PhD Student, Finance

Michigan State University, East Lansing, MI

5/2017

Master of Business Administration, Finance

VP of Finance, Spartan Consulting; MSU Student Investment Fund Analyst

GMAT: 750; CFA Level II Candidate; GPA: 3.9

Beijing Foreign Studies University, Beijing, China

6/2011

Master of Arts in Applied Linguistics, Simultaneous Interpreting

1 of 4 receiving tuition waiver for top performance

EXPERIENCE

Ford Motor Company, Dearborn, MI, US

Global Strategy and Finance Intern

6/2016-8/2016

- Conducted financial and competitive analysis on OEM strategies and presented to GVP.
- Created a methodology to measure competitive performance metrics for OEMs.
- Established framework to analyze OEM strategic partnership and M&A activities.

Spartan Innovations, East Lansing, MI, US

Venture Fellow

9/2015-5/2016

- Worked with PhD candidates to conduct extensive market research in an emerging tech field.
- Interviewed industry stakeholders to gain deep understanding of the relevant field.
- Created and pitched business plan, and won second place in university pitch competition

Changan Automobile Co., Ltd., Chongqing/Beijing, China

Joint Venture Manager, Executive Interpreter

12/2011-7/2015

- Facilitated negotiations from director to C-level and established new corporate structure and governance principles for Joint Venture.
- Assisted CEO in strategic dialogues with Joint Venture partners and suppliers.
- Negotiated technology licensing contracts for localized models with Ford, reducing in total approximately \$250M royalty cost in product life cycle for Joint Venture (with Ford).
- Jump-started car-sharing project between Changan and PSA through preparing and presenting market and competitive analysis.
- Prepared, organized and attended over 10 quarterly and annual board meetings of Joint Ventures (with Ford and PSA) by working with finance, marketing, product planning and other functions.

Alcoa (China) Investment Co., Ltd., Beijing, China

Business Development Intern

9/2010-11/2010

- Assisted executives to make informed decisions on local energy and aluminum project by researching and analyzing macro economy and industry data and trends.

LEADERSHIP

- Language: English (near native), Mandarin (native), Japanese (conversant).
- Certifications: Passed CFA Level I; CATTI-2 (for interpreting); JLPT-2 (for Japanese proficiency).
- Extracurricular: President of Arts & Stage Performance Club, Shandong University.
- Passion: lead vocal, lead guitar and songwriter for college band, photography hobbyist, chess.