

Yujie (Jay) Shao

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PROFESSIONAL SUMMARY

Wealth management professional with three years of experience at CITIC Securities' Shanghai Branch, serving high-net-worth and institutional clients across wealth management, brokerage, derivatives, investment banking and cross-border business. From 2023 to October 2026, grew client wealth management AUM from RMB 0.72 million to RMB 36.72 million and revenue credited toward performance assessment from RMB 43,000 to RMB 331,300. Bachelor of Economics from Shanghai University of Finance and Economics (Outstanding Alumnus; College Council Member); Master of Economics from The Australian National University (QS World University Rankings 2027: 29). Conduct independent A-share factor research and backtesting, produce market research for the department, and manage an AI study community and a tutorial-focused WeChat official account.

CORE COMPETENCIES

- **Customer Acquisition & Sales:** client marketing and relationship management; KYC, CDD, AML; asset allocation and portfolio construction advice; market and investment analysis; advising clients on allocations to equity, fixed-income and structured products
- **Cross-Business Collaboration:** institutional outreach and partnership negotiations; coordination with securities financing, derivatives, investment banking and research teams
- **Analytics & Data:** Wind, iFind, Excel, Power BI (DAX), Tableau; working knowledge of SQL, Python, Stata, SAS and R
- **Research & Presentation:** synthesising market intelligence and macroeconomic developments; independently authoring investment research reports and delivering roadshow presentations
- **Languages:** Mandarin Chinese (native), Shanghainese, English (IELTS 7.0; CET-6 573; experience delivering business presentations in English)

EDUCATION

The Australian National University (QS World University Rankings 2027: 29)

Master of Economics | Jan 2021 – Dec 2022 | Canberra, Australia

- GPA: 6.375 / 7.0 (High Distinction)
- Specialisation: International and Development Economics (IDEC)

Shanghai University of Finance and Economics

Bachelor of Economics | Sep 2016 – Jul 2020 | Shanghai, China

- Specialisation: World Economics

PROFESSIONAL EXPERIENCE

CITIC Securities Co., Ltd. — Shanghai Branch, Business Center

Client Manager (Graduate Trainee Programme) | Jul 2023 – Present | Shanghai, China

• Performance Overview

Metric · FY2024 · FY2025 · Jan–Oct 2026

Revenue credited toward performance assessment · RMB 43,000 · RMB 199,300 · RMB 331,300

Wealth management AUM · RMB 0.72M · RMB 17.1971M · RMB 36.7230M

Equity product sales · RMB 0.53M · RMB 12.2052M · RMB 24.2603M

Equity product holdings · — · RMB 4.1075M · RMB 12.1082M

Net new assets · RMB 4.49M · RMB 12.1416M · RMB 17.2233M

Clients served | 350

- **Financial Markets Knowledge:** three years of financial markets experience, with knowledge of business models and asset management practices across securities firms, investment banks, insurers, banks, mutual funds and private funds.
- **Client Management:** built a tiered client segmentation framework to redirect service resources from long-tail to high-potential clients; developed capabilities in client acquisition, client communication, marketing and the preparation of tailored sales proposals.
- **Channel Development:** developed channel relationships with China CITIC Bank, SPD Bank, HSBC and Bank of East Asia; expanded networks through the Shanghai University of Finance and Economics Council, the alumni association of the No. 2 High School of East China Normal University and the Australia–New Zealand Investment Chamber.
- **Institutional Coverage:** visited more than 100 institutions; collaborated with the head of CITIC Securities' Shanghai fixed-income business and the Shanghai Branch general manager in discussions with the China head of one of the UK's three largest asset managers on total return swaps (TRS) and wealth management, establishing senior-level relationships.
- **Research & Analysis:** consolidated market information across asset classes, produced market research reports, and provided clients with analysis of industry developments and guidance on asset allocation.

Huaxi Securities Co., Ltd. — Research Department, Non-Bank Financials
Equity Research Intern | Jan 2023 – Mar 2023 | Shanghai, China

- Independently authored and published an in-depth initiation report on a leading insurance group, covering life insurance, property and casualty insurance, banking, fintech and healthcare, with peer benchmarking.
- Built a financial model independently, disaggregating financial statements and forecasting earnings using key metrics including embedded value (EV) and premium income.

Sinolink Securities Co., Ltd. — Research Department, Machinery
Equity Research Intern | Mar 2022 – Jul 2022 | Shanghai, China

- Authored four in-depth industry reports and one company initiation report covering new energy vehicles, laser equipment and industrial manufacturing value chains; conducted comparable-company valuations in Wind using revenue, EPS and ROA.

Atlas Copco (China) Investment Co., Ltd. — HRIS-IT
HR Data Analyst Intern | Nov 2021 – Mar 2022 | Shanghai, China

- Managed group-wide HR data analytics; independently built and maintained the end-to-end Power BI reporting process, including data cleansing, DAX modelling, report design and row-level security (RLS) configuration; completed a group-wide pilot and prepared for rollout.
- Administered SAP SuccessFactors; trained fellow analysts and authored user guides; presented project progress and outcomes in English to eight departmental general managers across the group.

Ping An Puhui Enterprise Management Co., Ltd. — Integrated Management Department
Compliance Specialist | Jul 2020 – Jan 2021 | Shanghai, China

- Reviewed external documents for compliance and monitored KPIs across customer service and operations for nine branches.
- Automated the daily consolidation of post-loan feedback using Python; developed Tableau reports for business-line leaders and branch teams.

RESEARCH & VENTURES

Replication and Refinement of Aguiar & Bils — First Author
Apr 2022 – Jun 2022 | The Australian National University

- Cleaned microdata from the U.S. Bureau of Labor Statistics Consumer Expenditure Survey (CE) using SAS and Stata; replicated the results published in the American Economic Review (AER) using Stata; applied life-cycle theory to

convert durable goods into equivalent cash flows, refining the regression specification and reassessing the robustness of the original findings.

Social Discovery App Startup — Partner

Nov 2019 – Dec 2021 | Shanghai, China

- Authored an industry research report and business plan; won Second Prize in the Shanghai Foreign Economic Relations and Trade Entrepreneurship Competition; managed a 20-member team and held discussions with the Vice Chairman of Shengyin Capital and the Chairman of Green Pine Capital Partners.

PERSONAL PROJECTS

A-Share Quantitative Stock Selection System — Independent Research Project

github.com/zippobb/seastrom-stock | Sep 2026 – Present

- Develop and backtest an A-share stock-selection framework, evaluating candidate factors against historical data and refining factor composition and weights based on empirical results and market data.
- Maintain an automated daily workflow covering data ingestion, independent validation, external market-data cross-checks, exclusion of special treatment (ST) stocks and recent IPOs, industry and theme tagging, and publication.

AI Research & Learning Community — Founder and Moderator

WeChat group | 200 members | Sep 2026 – Present

- Founded and manage a 200-member AI community; screen members, curate discussions and answer daily questions; review new AI agents and models weekly, covering AI applications in investing and generative AI tools.

"Haifeng Senyu" (海风森屿) — WeChat Official Account Author

AI tutorials for beginners | Sep 2026 – Present

- Write and publish practical AI tutorials for non-technical readers, evaluating tools based on accessibility, free-tier availability and ease of use to identify those best suited to beginners.

CERTIFICATIONS

Professional Qualifications & Memberships

- Securities Practitioner Qualification Certificate (China); Securities Investment Adviser Qualification (China); Fund Practitioner Qualification Certificate (China)
- CPA Australia — Associate Member
- National Computer Rank Examination, Level 2; Mandarin Proficiency Test, Level 1-A