

Christy Wang, CPA

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PROFESSIONAL EXPERIENCE

International AutoSource (IAS), New York, NY
Head of Business Development, Greater China

February 2022 – Current

Winsight Global, New York, NY
CEO

February 2022 – Current

Business and Strategy

- *Strategic Business Development*: Spearheaded the identification and in-depth research of a new business opportunity in the Greater China Region, culminating in a comprehensive proposal presented to key IAS executives, including the Chairman and Chief Revenue Officer.
- *Effective Negotiation and Presentation*: Successfully negotiated the business deal by leveraging detailed research data and market analysis, demonstrating the potential for substantial revenue growth and market expansion.
- *Strategic Marketing and Brand Development*: Conceptualized and executed innovative marketing and branding strategies, significantly contributing to growth and strengthening of partner relations. Oversaw and guided overall business operations for cohesive business development and brand positioning.
- *Cross-Industry Partnership Development*: Forged strategic alliances with industry-leading companies across diverse sectors, significantly broadening the company's network and influence.

Recruitment and Management

- *Global Talent Acquisition and Recruitment Strategy*: Spearheaded the recruitment of top-tier talent in China, targeting professionals with extensive U.S. experience in sales, operations, and marketing. This involved meticulously defining job roles and requirements, strategically sourcing and identifying potential candidates, and conducting comprehensive interviews, leading to informed hiring decisions.
- *Team Management and Performance Optimization*: Fostered a collaborative and supportive team environment, focusing on continual performance improvement. Regularly analyzed conversion rates to identify enhancement opportunities, facilitated knowledge-sharing meetings to leverage direct sales experiences, and provided ongoing support to team members, including escalation of complex issues when necessary.
- *Scalability and Growth Readiness*: Proactively prepared for potential rapid business expansion by assessing and enhancing team scalability in alignment with lead acquisition. Innovated a flexible compensation model to optimize team size adaptability while minimizing initial costs.

Budgeting and Financial Forecasting

- *Strategic Budget Management*: Skillfully developed and administered annual budgets, meticulously aligning them with strategic business objectives to ensure optimal cost-effectiveness and resource allocation.
- *Long-term Financial Forecasting*: Established detailed pro forma financial statements, projecting revenues and expenditures over a 5-year period. This enabled robust revenue forecasting, precise cost structuring, and informed capital budgeting decisions.
- *Variance Analysis*: Conducted comprehensive monthly variance analyses, comparing actual financial performance against budgeted figures. This involved deep-diving into discrepancies to uncover underlying causes, providing management with actionable insights and recommendations for course corrections.
- *Marketing Cost-Effectiveness Optimization*: Led an in-depth cost-effectiveness analysis of marketing strategies, meticulously balancing marketing expenditures with sales results.
- *Financial Reporting and Executive Presentations*: Prepared and delivered detailed financial reports and forecasts to senior management, including analyses of financial trends, risks, and emerging opportunities, aiding in strategic decision-making and future financial planning.

Process Optimization and Risk Management

- *Process Optimization and Scalability Enhancement*: Championed the development and implementation of a robust and scalable process framework within the organization. This included the meticulous formalization of internal procedures, such as comprehensive process documentation (desktop procedures, flowcharts), and initiating periodic case studies to analyze and enhance client service experiences.
- *Proactive Risk Management and Mitigation*: Played a pivotal role in the continuous identification of operational and financial risks, leading to the creation and implementation of effective preventive procedures. This included strategies for efficient cash collection, managing upset customer scenarios, and controlling community-related risks.
- *Revolutionizing Cash Collection Systems*: Conducted in-depth analyses of various cash collection scenarios and engineered a transformative process that significantly improved the cash collection rate from 80% to 99%, thereby bolstering financial stability and operational efficiency.
- *Crisis Prevention and Management Expertise*: Established a proactive crisis management framework, focusing on preempting and efficiently handling customer grievances and other critical situations, thereby maintaining high standards of client satisfaction and service quality.

Bloomberg L.P., New York, NY

August 2021 – July 2022

Geller & Co, New York, NY

January 2018 – July 2021

Corporate Controls (Bloomberg Exclusively)

Risk Management & Internal Controls

- Established internal controls governance/framework over financial reporting for Bloomberg as part of a newly created internal controls team.
- Managed overall financial risk and optimize internal controls design through business and market trends understanding, workflow processes evaluation, risk assessments, control gaps and deficiencies identification, and risk and controls matrix (RACM) and flowcharts documentation.
- Led risk mapping project to ensure the completeness of risk library for all financial reporting items and associated accounts and further conduct an analysis to ensure these risks are appropriately remediated by respective controls.

- Strengthened relationship with key stakeholders (e.g. global CFO, team leads) and increased their awareness of internal controls governance.
- Led 20+ firm-wide internal controls training for professionals at all levels to promote a strong control environment.

Quality Assurance

- Performed annual risk assessments over 40+ subprocesses and developed assessment methodologies with considerations of both quantitative (e.g. weights over BS/PL) and qualitative (e.g. changes to people, process, technology, organization) factors.
- Executed risk-based audit program through test of controls/details to ensure compliance with U.S. GAAP & firm's policies for 30+ audits.
- Managed external consultants to perform a specialized audit over treasury operations, and recommended improvement opportunities related to interest swap, FX hedge, bank management, cash flow projection, letter of credits, and investment.
- Developed remediation plans with stakeholders and monitored remediation actions to ensure risk mitigation and robust process optimization.

Project Management

- Managed external consultants and coordinated approximately 40 professionals from various teams to conduct an end-to-end documentation project for higher risk areas to ensure effective identification of process and control gaps and potential opportunities for improvement.
- Led major automation projects to decentralize manual functions to 100+ professionals, resulting in work efficiency improvement by 60%.
- Advised in-house IT team to effectively identify and resolve technical defects and issues via root cause identification, resources allocation, deliverable timelines estimation, tasks prioritization, UAT testing, project launch and completion.

Ernst & Young, New York, NY

September 2014 – December 2017

Assurance Senior Associate - Financial Service Office (FSO)

- Planned, executed and supervised both consolidated and non-consolidated quarterly and year-end review procedures for SEC filings including 10-Ks, 10-Qs and reporting packages in accordance with U.S. GAAP and statutory accounting principles.
- Reviewed design and effectiveness of internal controls for public companies in accordance with the Sarbanes-Oxley 404 Act, identified, assessed, and communicated control gaps and recommendations to management.
- Managed 10+ associates from multiple engagements providing on-the-job coaching, overseeing completion of audit work, and delivering constructive feedback for their professional growth.

EDUCATION / CERTIFICATION

Columbia University, Columbia Business School, New York, NY

May 2024 – February 2026

London Business School, London, UK

- Executive MBA Candidate, EMBA Global Program

Global Excellence Merit Scholarship

Pennsylvania State University, University Park, PA

January 2010 – December 2013

- Bachelor of Science Major – Accounting | Minor – Mathematics (Statistics Concentration)
- Bachelor of Arts Major – Advertising

GPA: 3.68/4.00 175.5/120.0 Credits

Certified Public Accountant (CPA) – Issued by New York State Education Department

LEADERSHIP, SOCIAL ACTIVITIES AND AWARDS

Delegation Member, U.S. Delegation Group to China, Beijing, Xi'an, Shanghai | China

November - December 2023

- Participated the first China International Supply Chain Expo as part of the U.S. delegation group, showcasing international trade insights and fostering global supply chain relationships.
- Presented as one of three key speakers at China-U.S. Entrepreneur Conference where over 80 executives and entrepreneurs participated.
- Strengthen economic, cultural, and education relations between the U.S. business and the Chinese business community.

Head of Design, Mulan Club, New York, NY

September 2020 – Current

- Executed designs of promotion and instrumentally contribute to all major events, including but not limited to “Mulan x CBS: Women's Leadership Panel”, “Mulan x Mogan Stanley: Women in AI”, “Power Lunch with Lulu C. Wang (Trustee of CBS)”, “Mulan x Moody's and MSCI: Own Your Success”, “Mulan x DVF: Fireside Chat with Diane Von Furstenberg & Gabby Hirata” etc.
- Awarded as “Marvelous Design Award” of the Year 2021 and 2022.

Active Member, Asian American Business Development Center (AABDC), New York, NY

March 2014 – Current

- Actively participated major events, notably annual “Outstanding 50 Asian Americans in Business Awards” gala, as remained the premier forum to highlight the achievements of Asian American business professionals who represent a microcosm of the best of Asian American entrepreneurs, professionals and corporate executives who are engaged in a wide range of business interests.
- Built and promote connection and collaboration between IAS and AABDC to promote international trade and cooperation and seek to explore new opportunities, exchange valuable insights, and establish mutually beneficial partnerships with esteemed Chinese enterprises.

President, Chinese Students and Scholars Association, University Park, PA

May 2011 – April 2012

- Led an organization with 2,000+ members and awarded both Outstanding Student Organization and Program of the Year 2011-12

President, International Students Association, Altoona, PA

May 2010 – April 2011

ADDITIONAL INFORMATION

Fluent in Mandarin Chinese | Proficient in SAP, Teammate, Microsoft Excel, Word, Visio, PowerPoint, and Bloomberg Terminal