

Huan GAO

Work Experience

Wachovia Bank, N. A., 1 South Broad Street, Philadelphia, PA 19107, USA

Country Officer/Associate, Global Financial Institutions and Trade Services, 05/01/2004 – Present

- ◆ Support Greater China strategy as well as its implementation, marketing and service efforts
- ◆ Research on and follow the developments of Greater China economy, financial industry and institutions

Yale Center for International & Area Studies, Office of International Affairs, School of Management, New Haven, CT, USA

Research Associate, 07/15/2003 – 04/15/2004

- ◆ Researched on US Corporations, US Debt Market, Production and Innovation
- ◆ Researched on Globalization & Self-Determination and Sri Lanka Conflict Resolution
- ◆ Supported Yale's communication and partnership with Chinese academic institutions

United Nations Conference on Trade & Development, Palais des Nations 8-14, Av. de la Paix 1211 Geneva 10, Switzerland

Intern/Research Assistant, Electronic Commerce Branch, 05/27 – 07/31/2002

- ◆ Researched and contributed to UNCTAD publication *E-Commerce and Development Report 2002*
- ◆ Organized *Expert Meeting on Electronic Commerce Strategies for Development*
- ◆ Communicated with various international organizations, government agencies, academic institutions and private companies, experienced international work practices and cultures

Shanghai Hua Hong (Group) Co., Ltd., 177 Bibo Rd., Shanghai Pudong 201203

Marketing Associate and Assistant to President, 09/01/1999 – 08/15/2001

- ◆ Negotiated terms, prepared contract in the successful joint bid with INDRA Inc. for Shanghai Light Railway AFC System
- ◆ Negotiated terms, prepared contract in a successful semiconductor development program in Belgium, first phase 5 years
- ◆ Negotiated with CTS Inc. (USA), prepared contract in Shanghai Metro AFC system upgrade
- ◆ Analyzed reports from Gartner, IMEC; identified international market and technology trends; helped construct company website
- ◆ Assisted in senior management meetings and communication with Motorola, Alcatel, NEC, Infineon, Philips, Fujitsu, Hyundai, Samsung, McKinsey, Bear Stearns, Gartner, Semiconductor Industry Association (USA), IME (Singapore), IMEC (Belgium)
- ◆ Negotiated Share Transfer Agreement with Tomen Inc. (Japan), prepared corporate articles and contract

Shanghai Foreign Economic Relation & Trade Commission, 55 Lou Shan Guan Road, Shanghai 200336, China

Intern, worked on trade development, FDI attraction and export promotion strategies, 01/04 – 05/14/1999

Education

Yale University, 34 Hillhouse Avenue, New Haven, CT 06520, USA

M.A. International Relations (09/2001-05/2003)

Area of Focus: Economy, Trade and Development/ China

Honors: Yale University Fellowship; International Relations Summer Travel Fund

The Wharton School of the University of Pennsylvania, Philadelphia, PA 19104, USA

Wharton Programs for Working Professionals, Finance and Accounting

Graduate-level Program Completion expected in 2007

Fudan University, 220 Handan Road, Shanghai 200433, China

B.A. English Language and Literature (09/1995-07/1999)

Minor: International Economics

Honors: Fudan University Scholarship 1st Class (3 times); Excellent Student of Fudan University (twice); 1st Class Scholarship of the Metrobank Foundation (of the Philippines); Winner of English Essay Competition by Consulate General of India, Shanghai

Extracurricular Activities and Publication

- ◆ Translated Yale President Levin's book *The Work of the University* into Chinese, Foreign Language Press, China (2004)
- ◆ Program Coordinator and Webmaster, Online Course on Ethnicity in China, Yale Center for International & Area Studies
- ◆ Teaching Fellow, Department of East Asian Languages and Literatures, Yale University
- ◆ Board Member, Association of Chinese Students and Scholars at Yale
- ◆ Participant in the Psychoanalysis Seminar for Scholars, Western New England Psychoanalytic Society
- ◆ Chief, Public Relations Division, Fudan University Student Association

Languages and Skills

- ◆ Chinese (native in Mandarin and Shanghai dialect, knowledge of Cantonese), English (Fluent)
- ◆ Proficient in HTML web-authoring, MS Office (esp. Word, PowerPoint, Excel), statistical software Minitab