

Dear Recruiter,

My career has afforded me the opportunity to work closely with a variety of industries and global companies, assisting in entry and development of strategy, formulation and implementation of the different requirements for each company. From fund raising to government licensing I have been an integral part of providing these types of services to the variety of clients I have served throughout the years acting as a bridge between the C-Suite and the local office.

During my career I have come across a variety of circumstances where I was the point person to liaise between government agencies and the company I was working for. I have met personally with multiple Heads of State from Presidents to Prime Ministers, Ambassadors or Economic Consular of relevant Asian, European and Latin American countries during my time in China. During trips abroad I was able to meet with Chinese Ambassadors in Peru, Venezuela, Portugal, Brazil to name a few.

A majority of my career I was based in Asia and have traveled extensively and worked closely with companies in Europe, Asia and the Americas. I also worked closely with many of the Embassies in China and met with many delegations from Poland, Romania, Belarus, Bulgaria to name a few.

I was featured in the March 2011 issue of Global People (环球人物) magazine in their feature about "50 foreign expert's views on China: The Chinese stock market". Being fluent in three languages; Chinese, English and Spanish allows me to communicate with over 3 Billion people worldwide. I am a self-driven, highly motivated, global minded, multicultural and network oriented professional, with strong skills for marketing and international business development who will diplomatically approach any challenge and finds ways to resolve the issues at hand.

Regards,



Andy Jin

# Andy Jin

## Education:

Tsinghua University, Beijing, China - MBA 2009

SUNY Stony Brook, Stony Brook, NY – Bachelors of Arts: Political Science 2003 (Honors)

Language: Fluent Spanish, English and Chinese (Mandarin)

### **Division of Welfare and Supportive Services (04/2022 – Current)**

- *Management Analyst III Contracts Manager*
- Manage the contract section of the FACT Unit. Supervise contract staff. Develop contracts. ensure contracts and sub-awards meet federal and state regulations. develop and write bid solutions. RFP. Work with State Purchasing and the Governor's Finance Office

### **Fotex Holding (11/2018 – 04/2022)**

- *Investment Director*
- Responsible for executing and driving of US investments, strategic projects and origination
- Expanding the business through detailed market analysis, investment opportunities, negotiations and due diligence

### **Bloemengroothandel B.J. van Duyvenvoorde & Zn B.V. (09/2017 – 10/2018)**

- *Partner*
- Manage all day-to-day operations, sales, development and investment for import floriculture company selling to online bouquet subscription services and all major wholesale floriculture market operations in China

### **Dagong Global Credit Rating Group (12/2015 – 08/2017)**

- *Executive VP/Managing Director*
- Handle all international business development for the firm
- Developed strategy for global expansion of international business, coordinated between different departments in their involvement with international business development
- Oversight of all projects outside of greater China; research on latest developments in the global credit rating industry
- Liaise between international government agencies for cooperation Ministry of Finance, Central Bank, Financial Regulators

### **AMO Holdings (07/2014 – 12/2015)**

- *Managing Director*
- US Based Family Office with Healthcare Industry Focus
- Oversight of all investments and development of investment opportunities in the US Healthcare Sector
- Responsible for all aspects of management, coordination and reporting between portfolio companies and family office

### **Beijing Co-Bridge Capital (01/2013 – 07/2014)**

- *Vice President - Origination/Fund Raising/Investor Relations*
- Private Equity Arm of Beijing State Owned Assets Management Co
- In charge of Investor Relations, USD and RMB fundraise
- Advisory work with Beijing Cultural Ministry to establish joint RMB 1 Billion fund to invest in cultural projects including film and television
- Build and maintain relationships with government departments, Fund of funds, family offices and institutional investors looking for exposure to alternative investments in China

### **Yilaihua Investment Consulting (10/2011 – 01/2013)**

- *Vice President Origination/Fund Raising/Investor Relations*
- Private equity focused consulting firm assisting with investor relations and fund raising efforts
- Worked closely with top tier China based USD and RMB PE funds
- Consulted on funds which have raised over 2.5 billion USD for Asia focused strategies
- Prepare fund marketing materials PPM, DDQ, PPT and lead meetings between GP and prospective LPs

### **Dagong Global Credit Rating Co., LTD (05/2009 – 10/2011)**

- *General Manager International Department Business Development/Sales/Operations*
- Advisory work with Ministry of Finance China to assist in the development of fiscal policy. Advisory work with Peoples Bank of China to develop credit rating methodology for banking standards
- Technical assistance for Asia Development Bank on the development of Rural City Banking initiative; technical assistance for Asia Development Bank on Capacity Development of Partner Banks in Microfinance Wholesale Lending
- Worked closely with senior management to define project objectives and strategy for implementation and execution across the Chinese market
- Coordinated between third party consultants, team members and clients to plan implement and finalize projects according to strict guidelines and within budget

### **Fotex Holding (04/2006 – 04/2009)**

- *Executive Director Asia Sales/Marketing/Business Development/Operations*
- Development and marketing of crystal and porcelain products in Asian markets
- Brand Management, business development, create partnerships between local luxury and global brands in Asia, liaise between clients, designers, factory to ensure the highest level of quality control and on time delivery of product orders

### **Forex Capital Markets (03/2004 – 04/2006)**

- *Compliance Associate, Team Leader*
- Relationship manager between regulators (NFA, CFTC); fraud cases (Custom and Border Protection, Department of Homeland Security), due diligence, anti-Money laundering, review of all marketing material, broker background checks, client complaints



**Meeting with President of Islamic Development Bank**



**Meeting with Minister of Finance Malaysia**



Meeting with Prime Minister of Portugal Antonio Costa



Meeting with former Prime Minister of Korea Yoo Il Ho and former Prime Minister of France Dominique de Villepin