


# YZ


# Yaling Zhang


Associate Investment Banker

Skilled associate investment banker with 7+ years of experience in financial analysis, deal execution, and client relationship management at Ernst & Young and PricewaterhouseCoopers. Led analysis of 50+ investment opportunities resulting in 20 successful deal closures at EY, and executed 10 transactions at PwC covering pitch books, due diligence, and negotiations. CFA and FRM certified. Expert in financial modeling, M&A execution, and managing complex cross-border transactions under demanding timelines.

## CONTACT INFORMATION

 (555) 000-0000

 email@example.com

 Seattle, WA

## EDUCATION

Master of Finance  
London School of Economics, London,  
U.K.

Bachelor of Economics  
University of California, Berkeley, CA

## KEY SKILLS

- Investment banking deal execution and M&A advisory
- Financial modeling and valuation (DCF, LBO, comps)
- Pitch book preparation and client presentations
- Due diligence coordination and data room management
- Risk management and credit analysis
- Client service and relationship management
- Deal structuring and term negotiation
- Data gathering, analysis, and market research
- Cross-functional team leadership and project management

## PROFESSIONAL EXPERIENCE

### Senior Associate, Investment Banking | June 2018 - Present

Ernst & Young (EY) | Boston, MA

- Led a team of 4 junior associates to analyze and model 50+ investment opportunities across healthcare, technology, and industrial sectors, resulting in 20 successful deal closures worth \$2.4B in aggregate value
- Restored positive relationships with 8 key institutional clients through proactive communication and customized financial reporting, increasing client retention by 30% and unlocking \$150M in repeat mandates
- Played a key role in deal execution across M&A, equity raises, and debt financings, helping increase annual deal closures by 25% through improved pipeline management and client engagement
- Built comprehensive financial models including DCF, LBO, and comparable company analyses for transactions ranging from \$50M to \$500M in deal size
- Prepared and presented 30+ pitch books to C-suite executives and board-level stakeholders, contributing to a 40% win rate on competitive mandates over a 3-year period
- Mentored and developed 4 analyst-level associates on financial modeling, due diligence, and client presentation skills, reducing ramp-up time by 30% for new team members

### Associate, Investment Banking | August 2016 - May 2018

PricewaterhouseCoopers (PwC) | London, U.K.

- Analyzed and modeled 30+ investment opportunities across EMEA and Asia-Pacific markets, resulting in 10 successful deal closures with a combined transaction value of \$850M
- Executed end-to-end deal responsibilities including pitch book preparation, due diligence coordination, term negotiation, and closing documentation for transactions across 5 industry verticals
- Coordinated multi-party due diligence processes involving legal, tax, and technical advisors on 6 cross-border transactions, managing data rooms of 5,000+ documents per deal
- Developed and maintained complex financial models for 15+ live transactions, ensuring accuracy and version control across parallel deal processes

## PROFESSIONAL DEVELOPMENT

- Chartered Financial Analyst (CFA) | CFA Institute
- Financial Risk Manager (FRM) | Global Association of Risk Professionals

