

# Tianyi Tiger Guo

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## EDUCATION

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### Technical University of Munich

*B. Sc. in Management and Computer Science*

Average Grade: 1,1 (Ranked 1<sup>st</sup> out of 500 students) | German National Scholarship | Tutor at the Chair of Operation Research

**Munich, Germany**

*Oct. 2018-Present*

### University of Oxford

*Incoming Undergraduate Visiting Student | Philosophy, Politics and Economics (PPE)*

**Oxford, UK**

*Oct. 2020-Dec. 2020*

### Léman International School

*International Baccalaureate Diploma*

Valedictorian | IB: 43/45 (Equivalent Abitur: 1,0) | Graduation Speaker

**Chengdu, China**

*Jun. 2018*

## PROFESSIONAL EXPERIENCE

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### Deutsche Bank

*Sales and Trading Off-cycle Analyst*

Rotations at ICG Quantitative Investment Strategies and Interest Rate Derivative Sales

- Identified trading signals for S&P 500 from the term structure of VIX Futures
- Constructed back-tests for multiple investment strategies that tested their performance and other KPIs
- Modeled the implied probability distribution surface for the payoff of swaptions using VBA and Excel
- Crafted pitch decks of investment strategies that targeted various funds and asset managers

**Frankfurt, Germany**

*Mar. 2020-Present*

### Accenture

*Management Consulting Intern*

Advised one of the largest German automobile conglomerates in improving its customer retention rate and revenue from its aftersales globally

- Analyzed the RoI of best practices from 140+ national sales companies
- Designed a set of KPIs and success measurement logics for performance tracking
- Recommended measures that are forecasted to increase customer retention rate by up to 20%
- Devised implementation guides to assist markets roll out measures

**Munich, Germany**

*Sep. 2019-Nov. 2019*

### EIIP Education

*Co-founder*

EIIP Education is a registered company that provides personal development courses for high school students. We have taught over 100 students and are currently generating an annual revenue of RMB 200,000 (EUR 30,000)

- Led a team of 7 in the 2017 sales and marketing campaign, which generated a revenue of over RMB 120,000
- Designed the internal governance framework, which enabled effective international cooperation within the team
- Delivered 10+ speeches about motivation, learning, and international experiences

**Chengdu, China**

*Sep. 2016-Present*

### Siemens

*Finance Intern*

- Automated the data organization process of the guest registration spreadsheet using VBA
- Visualized sales data using BI software Qlik Sense and compiled interactive sales reports for the management

**Chengdu, China**

*Sep. 2018*

## EXTRACURRICULAR ACTIVITIES

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### TU Investment Club

*Junior Analyst*

- Analyzed companies listed on MDAX and presented equity pitches to the Investment Committee
- Valuated companies by applying financial modelling techniques such as DCF and LBO

**Munich, Germany**

*May 2019 – Present*

### China Foundation for Poverty Alleviation

*Fundraiser*

- Raised a fund of over 8000 RMB through social media and selling small items in street stalls
- Administered the distribution of 500 winter blankets to students from impoverished regions of Yunnan province

**Chengdu, China**

*Jun. 2016-Dec. 2016*

## SKILLS, LANGUAGES & INTERESTS

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**Skills:** R, Java Programming, VBA, Qlik Sense

**Language:** Bilingual proficiency in English and Mandarin, C1 in German

**Interests:** Boxing (competed in regional tournaments), Accordion, Cooking, Meditating