

CISSY SHI

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EDUCATION

THE WHARTON SCHOOL, UNIVERSITY OF PENNSYLVANIA

Philadelphia, PA

Master of Business Administration Candidate; Major in Real Estate

2022-2024

- Awards (Real Estate): Robert E. Linneman Memorial Fellowship for proven excellence, Alan R. Braxton Memorial Fellowship
- Activities: Co-President of Wharton Real Estate Club '23-'24, Teaching Assistant for Real Estate Finance (Fall 2023)
- Relevant Coursework: Real Estate Finance, Real Estate Law, Real Estate Development, Global Real Estate

STANFORD UNIVERSITY

Stanford, CA

Bachelor of Arts; Major in Economics

2014-2018

- Barclays Capital, *Sales and Trading Summer Analyst* (New York, 2017) Rotated between credit, FX trading, and prime
- Tesla, *Growth Strategy Intern* (Fremont, CA, 2016 - 2016) Worked with VP Sales on stepwise sales plan for Model 3s

EXPERIENCE

HINES

New York, NY

MBA Summer Associate, Acquisitions

Summer 2023

- Actively participated in acquisition underwriting of 5 suburban multifamily buildings (25% commercial) with value-add opportunity to renovate 12 older units, an assumable debt component, and an additional development parcel
- Worked on various asset classes (industrial, multifamily, retail) with various Hines funds on the bidding and due diligence
- Researched and presented new business and strategy to capture growth from The CHIPS Act to Hines East Region Leadership

AQR CAPITAL MANGEMENT

Greenwich, CT

Business Development Associate

2021-2022

Business Development Analyst

2019-2021

Global quantitative hedge fund with ~\$226B peak assets under management

- Crafted and delivered quarterly portfolio reviews and due diligence meetings for \$9B AUM across 40+ institutional investors
- Launched new investment strategy by partnering with portfolio managers to structure custom multi-strategy portfolio in order to achieve objectives of major pension fund, resulting in \$150M of assets retained
- Led completion of RFPs for potential new mandates, simulated hedge fund fee structures for client negotiations, reviewed investment management agreements with legal, and configured investment vehicle setup with operations
- Managed team's summer intern program to ensure a fulfilling experience and consistent mentorship. Led onboarding process, designed multi-week training programs and projects, presented strategy overviews, and set up coffee chats across divisions to facilitate holistic introduction to quant investing industry and to AQR

BARCLAYS CAPTIAL

New York, NY

Prime Brokerage Analyst

2018-2019

- Spearheaded multi-month technical build and system testing to expand asset class offering of OTC clearing for hedge fund clients

YONG XI COMPANY LLC

New York, NY

Asset Manager

2012-Present

Family-owned portfolio of 7 residential real estate properties (4 rental portfolios, 2 sold, 1 undergoing renovation) in New York, Florida, and California

- Actively project-managed 9-month renovation of a 3-bedroom apartment in NYC with Fanuka, Inc. contracting company; sourced and hired NYC-based design studio and acted as lead contact for both contractor and designer (2022)
- Worked with law firm to draft written notices to resolve purchase agreement dispute with well-known NYC condo developer due to significant construction delay, winning \$70,000 reduction in purchase price (2018)

ADDITIONAL INFORMATION

- **Languages:** Native speaker of Mandarin
- **Interests:** Film and digital photography, contemporary dance (performed at the 70th anniversary of D-Day in France)