

MAX QIAN

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EDUCATION

University of Alberta

Bachelor of Commerce in Finance

Edmonton, AB, Canada

Class of 2028

WORK EXPERIENCE

BDE Capital

Private Equity Intern

Remote

December 2024 - Present

- Co-captaining a team of seven interns, coordinating workflow and ensuring timely completion of financial analysis tasks.
- Conducted preliminary financial due diligence, gathering and analyzing company data to support investment evaluations.
- Worked on LBO models in Excel for B2B and healthcare sector deals, analyzing financial performance and capital structures under guidance.
- Executed targeted cold outreach to business owners and executives, contributing to the firm's deal pipeline by identifying potential acquisition targets.

College Pro Window Cleaning

Door-to-Door Salesman

Calgary, AB

May 2023 – August 2023

- Conducted door-to-door sales of window cleaning services across Calgary as part of a three-person team, utilizing cold calling techniques and a company app to track sales.
- Conducted over 20 in-person consultations per session, delivering customized quotes and upselling services such as gutter cleaning, power washing, and painting to boost average transaction value.
- Achieved or exceeded monthly sales targets, contributing to overall revenue growth.
- Built customer loyalty through weekly follow-ups, leveraging notes from previous conversations to address pricing concerns and quality of service, leading to increased repeat business and referrals.

LEADERSHIP

Business Exchange Association

Director of Finance

Edmonton, AB

October 2024 – Present

- Oversee financial operations of the club, including accurate tracking of income and expenses, utilizing Microsoft Excel for financial reporting and analysis.
- Lead efforts in securing additional funding through grants, sponsorships, and other financial opportunities, applying financial and accounting principles.
- Assist with the preparation of the annual financial report, ensuring comprehensive financial analysis and clarity for stakeholders.

Junior Achievement Southern Alberta

Vice President of Finance

Calgary, AB

September 2023 – April 2024

- Elected as Vice President of Finance to oversee financial operations, including budgeting, forecasting, and financial reporting for Esscents.
- Developed strategies to optimize material costs, increasing the initial investment by 279%.
- Managed revenue, expenses, and cash flow using Excel, ensuring accuracy through reconciliation and audit compliance.
- Reported monthly proposed income statements and balance sheets to company investors using Excel, providing insights, informed strategic planning and enhanced investor confidence.

ADDITIONAL INFORMATION

Skills: Cold Outreach, Due diligence & market research, Financial Modeling (LBO, DCF)

Certifications & Training: Wall Street Prep FSM and DCF Modelling, Bloomberg Market Concepts

Languages: Fluent in English and Mandarin