

## **Xiaoyi ZUO** (Corporate Finance & Investment professional)

98 boulevard de Cimiez, 06000, Nice, France | +33 652 93 26 99 | xiaoyi.zuo88@gmail.com  
French residence permit – authorized to work  
Chinese; 37 years old; Trilingual French, English, Chinese

10 years' experience across M&A advisory, fundraising, and financial consulting in Europe and Asia.  
Proven track record in originating and executing cross-border transactions, developing client relationships, and delivering strategic financial insights  
Strong positioning at the intersection of finance, international business, and deal execution.

### **Professional Experience**

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Financial Advisor (*Independent*): Work on pan-European financing projects 2025 – present, France  
**ARC Group** (*International investment bank*) – Account Manager, Sr Associate 2020-2024, Shanghai

- Manage projects and accounts; supervise and execute projects of fundraising, acquisition, and strategic joint-venture covering a spectrum of sectors: biotechnology, energy, automotive, fintech, banking, B2B e-commerce;
- Manage end to end processes including strategic and financial analysis, financial modeling and valuation; running client meetings; negotiating term sheets and agreements;
- Develop new businesses with international companies: source deals; run pitches; negotiate mandate terms; build and maintain client and partner relationships; participate in organizing and deliver presentations in marketing events

**Achievements:** Closed two strategic deals in the renewable energy and automotive sectors  
Signed new mandates with international companies and earned profits of upfront fees (\$200K) and transaction success fees (\$4.5M contingent on successful project closing)

**WISEA Consulting** (*Ex-Deloitte Consulting France*) - Senior Finance Consultant 2017-2019, Paris

- Advise a French listed company on the finance budget forecast and its digital transformation
- Advise a portfolio of mid and large companies on corporate financial analyses and reporting conforming to new IFRS and GAAP standards
- Manage projects including project budget planning, resources assignments, animating clients' training; Take business development initiatives for foreign markets like China and the US

**SAP** (*Fortune 500 company*) - Enterprise Analytics Consultant 2016 -2017, Paris

- Design and create interactive analytic reports to serve as proofs of concept for potential clients

**BNP Paribas** - Associate Director of Business Development 2014.7-12, Paris

- Assist global directors in market credit policies and in updating technology market strategies

### **Education**

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**EM Lyon Business School**, *Grande Ecole programme* – Master of Finance 2011- 2015, France

### **IT Skill, Hobby**

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**IT Skill:** Microsoft Office Suite, VBA Macro, Factset, Bloomberg, SAP Business Intelligence, Oracle Planning, K-Shuttle

**Hobby:** Piano, theater (performed on stage as a second leading role in a Parisian theater school), contemporary dance, tennis, skiing