

# Will Cao

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## EDUCATION

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### Queen's University

*Bachelor of Commerce*

Kingston, Ontario

2017 – Present

- **Academics:** Cumulative GPA of 4.07/4.30; recipient of D.I. McLeod Dean's List with Distinction (top 10%), nominated for the Chancellor's C.A. Dunning Scholarship for achieving exceptional academic performance amongst second-year courses
- **Relevant Courses:** Business Decision Models (A+), Finance I & II (A+), International Business (A+), Managerial Economics (A+)
- **Exchange:** Completed winter 2020 semester abroad at IE School of Business in Madrid, Spain

### Colonel-By Secondary School

*International Baccalaureate*

Ottawa, Ontario

2013 – 2017

- Completed IB diploma with a score of 43/45, achieving the 99<sup>th</sup> percentile of all candidates worldwide

## PROFESSIONAL EXPERIENCE

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### CPP Investment Board

*Summer Analyst*

Toronto, Ontario

Summer 2020

- Completed a 12-week internship with the Direct Private Equity team at CPP Investment Board, a global investment manager with \$410B in AUM, with the Industrials, Consumers and TMT team

### Burgundy Asset Management

*Summer Analyst*

Toronto, Ontario

Summer 2019

- Completed a 17-week internship with Burgundy Asset Management, a global investment manager with \$30B in AUM
- Independently screened, researched and presented a 34-page report on an emerging markets exchange to the firm CIO and PM, ultimately determining that the strength of the economic moat was sustainable at a cheap valuation, leading to a buy position
- Prepared a 40-page report on a sports apparel distributor in Hong Kong assessing the competitive positioning of its brand, distribution network, and intrinsic value to ultimately determine the fashion risk was too high

### Hong Kong Exchanges and Clearing Limited (HKEX)

*Market Development Intern*

Central, Hong Kong

Summer 2018

- Selected as one of 40 summer interns out of pool of 5,000; youngest intern and sole successful Canadian candidate
- Chosen by Sector Head to lead a team of 5 in creating a business case to present the strategic feasibility of developing an HKEX-based Central Securities Depository and mitigating the risk of an opening Chinese market
- Developed a deep-dive report based on financial data regarding economic conditions in Malaysia and major competitors; report was presented to senior VP and resulted in an increased transaction volume of 87% from a Malaysian bank client

### Ü-Gro

*CEO*

Ottawa, Ontario

Summer 2018

- Founded the company Ü-Gro to develop a solution regarding food insecurity within Canada's metropolitan regions
- Spearheaded and led a team of 15 to design, create and market a vertically-integrated garden to pitch in front of Lakehead University; received \$8,000 in funding and generated \$12,000 in revenue upon integration of the product within the university

## EXTRACURRICULAR ACTIVITIES

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### Queen's University Investment Counsel (QUIC)

*Senior Portfolio Manager (TMT)*

Kingston, Ontario

2019 – Present

- Work with a team of 35 students to manage a \$1.8M portfolio of Canadian and U.S. equities on behalf of the Queen's University Endowment Fund and Mackenzie Investments
- Lead a team of 4 students to prepare stock pitches and investment memorandums to present at QUIC's public meetings; formulate and execute a sector-specific investment strategy for the Technology, Media, and Telecommunications portfolio
- Completed a 16-week summer analyst training program consisting of reading extensively on investing, building financial models and writing reports on independent investment ideas, market irrationality, economic moats and management incentives

### Commerce Executive on Orientation

*Leadership Director*

Kingston, Ontario

2018 – Present

- Directed the hiring process of 260 students, selecting and independently training 64 leaders in successfully transitioning the Class of 2022
- Spearheaded a charitable campaign that raised an accumulated \$20,000 and 10,000 social media views, increasing reach by 80% YoY
- Revamped an education program to teach orientation leaders in a TED-talk format on topics including humility, resilience, failure, accessibility, diversity, and teambuilding to 64 students

## ADDITIONAL INFORMATION

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- **Athletics:** Rowing – 1st nationally of 85 teams, 14/306 internationally, rowing captain and provincial record-holder; OFSAA rugby team captain
- **Languages:** Business proficiency in French (DELF B2) and Mandarin (International Certificate)
- **Arts:** Piano ARCT, 2017 Kiwanis Ontario 2nd place, OCDSB Slam Poetry Finalist "I remember", Young at Art 2017 Acrylics Award "Home"
- **Interests:** Mixed martial arts, producing electronic dance music, psychology, oil painting, football, hockey, backpacking