

ELENA OCHIROVA

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EDUCATION

Higher School of Economics, Moscow, Russia

2017 - present

Doctoral School of Economics (PhD)

- **Courses:** Macro-, Micro-economics; Econometrics; Behavioral Economics; International Finance

- **Published Papers:**

Dranev Y., Frolova K., Ochirova E. The Impact of Fintech M&A on Stock Return// Research in International Business and Finance. 2019 (48). P. 353-364

National Chung Cheng University (CCU), Chiayi, Taiwan

2013 - 2016

Master of Science in Finance, taught in English

- **Courses:** Econometrics; Financial Management; Investments; Case Study in Finance; Financial Markets and Institutions;
- **Thesis title:** "The Effect of Insider Managerial Shareholding on Hotel Performance in China";
- **Scholarships:** Recipient of University Scholarship for Foreign Students; GPA: 3.75 (out of 4.00).

BSAA named after Filippov V.R , Ulan-Ude, Russia

2008 - 2013

Bachelor of Finance, Diploma with high distinction ("Krasnyi Diplom")

- **Courses:** Econometrics; Economics; Statistics; Banking; Accounting; Managerial Accounting etc.
- **Thesis title:** "The Government Support of Privately Owned Corporations and Sole Proprietorships in Republic of Buryatia: The Problems and Perspectives".

WORK EXPERIENCE

Commercial (B2B) Sales Representative, Apex Health Care MFG. INC., Taiwan

June 2016 - October 2017

- Identified potential customers and negotiated OEM/ODM agreements, resulting in a 15% increase in profits (month of purchase);
- Proposed and successfully implemented improvement of a product line;
- Assisted current customers with different issues (negotiated international sales, prices and delivery);
- Represented the company on trade shows (South Korea, Russia, Taiwan, U.A.E.)
- Self-taught Solidworks Composer (3D Modeling engineering program) for marketing purpose;
- Regularly presented commercial offers to promote new products;
- Placed cold calls to potential customers and advised them of the company's product.

Part-time Employee at the Office of International Affairs, CCU, Taiwan

February - August 2015

- Made a research, proposed and managed the team of 5 on the project related to better integration of foreign students;
- Organized activities for foreign students for cultural exchange;
- Worked as teacher assistant during International Summer Camp with Emeritus Prof. Abdul Paliwala (University of Warwick, UK)

Teacher Assistant, CCU, Taiwan

March - August 2015

- Co-authored with Prof. Chen Min-Hsiang on research in hospitality industry in China;
- Helped develop data and implemented the test in software (Eviews).

Accountant, Buryat Republican Clinical Oncology Center, Russia

June - September 2013

- Responsible for medical billing with the required documentation;
- Reviewed and prepared claims for manual and/or electronic billing submission;
- Corrected and identified billing errors.

Summer/Winter Intern, Ministry of Finance of the Russian Federation for the Republic of Buryatia, Russia

February - April 2013

June - August 2012

- Interned with Department of Analysis of the Budget Execution;
- Analyzed data of the execution of the budget;
- Together with the Chairman of the Budget Execution Committee reviewed the report on the execution of the republican budget.

EXTRACURRICULAR ACTIVITIES

AIESEC Member, Taiwan

2016-2017

- Member of nonprofit organization focuses on empowering young people to make a positive impact on society;
- Participated in the organization of international internship project in Taiwan;

Inner Mongolian University for the Nationalities, Tong Liao, China

2011

- **Courses Passed:** Chinese Listening, Speaking, Reading, Writing; Calligraphy; Chinese Culture;
- **Awards:** The outstanding performance in learning Chinese.

SKILLS

- Languages **Russian** (native), **English** (fluent), **Chinese** (conversational);
- Technical Skills:
 - Statistical R, Eviews, Gretl, VBA (Excel), MATLAB (basic);
 - Databases Bloomberg Terminal, Bureau van Dijk (Zhephyr), TEJ database;
 - Additional Solidworks Composer, Photoshop CC, 1C;
- Standardized Tests **IELTS** 8.0/9.0 **TOEIC** 940/995.