

Olivia Qian

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EDUCATION

London Business School

Masters in Financial Analysis (MFA)

London, United Kingdom

Aug 2025 – July 2026

- **Grade:** Distinction
- **Relevant Coursework:** Asset Management, Mergers & Acquisition, Private Equity, Financial Institutions

London School of Economics and Political Science

BSc in Economics

London, United Kingdom

Sep 2022 – May 2025

- **Grade:** Upper Second-Class Honours
- **Relevant Coursework:** Accounting, Corporate Finance, Investments and Financial Markets, Macroeconomics

WORK EXPERIENCE

Sancus Ventures

Investment Team Intern

San Francisco, United States

Aug 2026 – Present

- Support the full investment process at a thematic venture firm focused on early-stage AI-infrastructure investments, including sourcing deals, joining founder meetings, and preparing investment memos
- Drive post-investment portfolio work, from introducing senior hires to portfolio companies to supporting liquidation pricing for a portfolio company at exit

Corpay, Inc.

AI & Finance Automation Intern

London, United Kingdom

Apr 2026 – Jun 2026

- Architected and deployed an end-to-end direct-debit rejection workflow, transforming a labour-intensive manual process into a streamlined, automated pipeline for triaging and resolving rejected collections
- Designed and led a firm-wide AI enablement programme, empowering the finance team to embed AI tools seamlessly into their day-to-day workflows

Apax Partners

Private Equity Summer Analyst

London, United Kingdom

Jun 2024 – Aug 2024

- Conducted in-depth industry research on the Generic Drugs sector, mapping the strategic landscape and competitive dynamics; arranged 5+ expert interviews and formulated a 10-page industry investment thesis
- Spearheaded deal sourcing efforts for grid-enabling services and water services sectors, utilising Pitchbook and sell-side materials to map the competitive landscape and identify 80+ potential targets for buyer outreach
- Compiled a list of 50+ mid-market private equity sponsors as feeder funds and identified 200+ portcos near exit
- **Select Investment Experience: Potential Buyout of a £300m Water Infrastructure Services Company**
 - Analysed the water infrastructure services sector to identify investment considerations and prepare due diligence questions; reviewed seller materials, mapped product offerings, and outlined key customers

Plug and Play Ventures

Venture Capital University Program Fellow

San Francisco, United States

Oct 2023 – May 2024

- Screened 100+ early-stage deals weekly across fintech subsectors, digital banking, treasury management, and mobile payments, analysing business models, financials, and KPIs to source seed opportunities and synthesise investment highlights supporting decisions

Spring Internships

Programmes: Blackstone, Jefferies, Royal Bank of Canada

London, United Kingdom

Apr 2023

- Blackstone: Led a team of 6 to complete an LBO case study on a real estate company, conducted industry research, highlighted key investment rationale, compiled a 10-page deck and presented to team members

LEADERSHIP & EXTRACURRICULAR EXPERIENCE

Affiliated Stanford Entrepreneurial Students (ASES)

Director of ASES London

London, United Kingdom

Jan 2025 – Present

- Placed 1st in the London ASES VC competition and 1st in the International ASES hackathon; built the product roadmap and financial model, sizing TAM/SAM/SOM and unit economics for a usage-based pricing model
- Designed and led the ASES London VC fellowship, a dual founder- and investor-track programme; drew 300+ applications, selected 70 fellows, and ran the cohort through a halfway hackathon and a final pitch competition
- Built on the fellowship to launch [Noetic](#), delivering forward-deployed engineering and curated events for technology companies, with TikTok among its pilot clients

SKILLS, ACTIVITIES & INTERESTS

Languages: Native in English & Mandarin | **Skills:** Microsoft Office Suite, Python, R, CapIQ, Wind, Bloomberg

Interests: Chinese Calligraphy (National Level 5), Photography (for a runway), Wine Tasting (WSET I)