

# Alexander Qiu

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## Education

### University of Oregon

B.S. Business Administration (**Honors**), Economics Minor , Finance Concentration,  
GPA: 3.65

Eugene, OR

June, 2022

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## Experience

### Assistant Restaurant Manager

JQ Restaurant Inc.

Portland, Oregon

June 2022– Present

- Helped to implement QuickBooks accounting system; helped to develop chart of accounts with external accountants and to establish an accounting system for a restaurant under JQ management.
- Negotiated interchange-plus rates for merchant processing services; performed CC transaction volumes analysis to determine optimal pricing structure; reviewed and negotiated merchant processor contracts and POS system contracts; successful implementation and integration of new POS system with restaurant accounting and operations.

### Life Insurance Producer

Primerica Financial Services, Inc.

Portland, Oregon

October 2020 – May 2022

- Analyzed potential client requirements and prepared comprehensive plans that meet individual insurance needs and financial goals.
- Advised current and potential clients on life insurance benefits, options, and riders; assist with policy selection choices based on client's financial standing and lifestyle.
- Ensured policy requirements were fulfilled, including any necessary medical examinations and the completion of underwriting documents.

### Vice President

University of Oregon Real Estate Investment Group

Eugene, Oregon

April 2021 – June 2022

- Developed and presented educational content on real estate research and valuation, including pro forma analysis, deal underwriting, and market research.
- Pitched hypothetical single and multifamily investment deals to club advisor, utilizing due diligence analysis, financial modeling, and extensive market research.

### Digital Assets Spring Analyst

Crosstower

Eugene, Oregon

February 2021 – April 2021

- Monitored, analyzed, and evaluated cryptocurrency exchange traded products extensively, analyzing fund flows, financial data, and related news, resulting in a Cryptocurrency ETP report delivered to Crosstower clientele.
- Extensively researched select cryptocurrency assets and market developments to update financial models and reports.

## Licenses & Certifications

### Oregon Life Insurance Producer

National Association of Insurance Commission

Credential ID: 19670230

October 2020 – September 2025

- Licensed to produce (field-underwrite) whole, universal (flexible-adjustable), and term life insurance contracts in the state of Oregon.
- Licensed to produce (field-underwrite) qualified and non-qualified fixed annuity plans in the state of Oregon.