

# Arthur Tsoi

arthur.c.tsoi@gmail.com | 860 Videll Street, San Lorenzo, CA 94580 | (212) 203-2188

## PROFESSIONAL EXPERIENCE

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### Cowen and Company

San Francisco, CA

Analyst, Technology Investment Banking

Apr 2019 – Present

- Worked on 5 transactions including equity financing, buy-side and sell-side M&A
- Prepared client presentations, market analyses, valuation analyses (comparable companies, precedent transactions and DCF), M&A and standalone operating models

#### Select Transactions

- \$3 Billion Potential Acquisition of an Optical Communications Technology Company
  - Performed in-depth financial and operational due diligence to support a bottoms-up financial model by analyzing sales backlog, revenues and margins per product and customer
  - Prepared valuation and sector analyses for the CEO to negotiate the definitive agreement with the target
- Undisclosed Potential Financing for an Optical Communications Technology Company
  - Drafted management presentations and collaborated closely with management team to determine optimal ways to present investment highlights to investors
  - Managed and coordinated due diligence processes and facilitated communication between the client and the target for smooth transaction and information flow

### Finisar Corporation

Sunnyvale, CA

Product Engineer

Aug 2016 – Mar 2019

- Managed development and production transfer of 4 transceiver product lines, working across 10+ engineering, marketing, and program management teams
- Led test development for the company's first silicon photonics product and drove 50% reduction in development lead times with engineering teams
- Spearheaded consensus efforts on company implementation of a new 400G industry standard used by 4 concurrent new product programs

### Calient Technologies

Goleta, CA

MEMS Engineer

Jul 2013 – Jul 2014

- Revamped test operations to support 5x production volume ramp over 1-year period
- Spearheaded the standardization of test specifications and automation of production data analysis to reduce test data processing times by 10x

## EDUCATION

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### University of Pennsylvania, School of Engineering and Applied Science,

Philadelphia, PA

M.S. in Materials Science & Engineering, GPA 3.6, GRE 169/168/4.5

Aug 2014 – Dec 2015

### Columbia University, Columbia College

New York, NY

B.A. in Physics, GPA 3.8, Cum Laude, SAT 2230/2400

Sep 2008 – May 2012

## LANGUAGES, INTERESTS & CERTIFICATIONS

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- **Languages:** Fluent in Cantonese, Proficient in Mandarin and French
- **Interests:** Nano Materials, AI For Mankind, Mentoring, Tennis and Golf
- **Certification & Training:** Series 79