

Ms. Giulia Rizzo carried out an internship at the Beijing office of Dezan Shira & Associates from October, 2010 until February, 2011 for the Marketing Department at Asia Briefing Ltd., which is a business publishing company wholly owned by the Dezan Shira China Group.

Dezan Shira & Associates has been established in China since 1992, and acts as a wholly foreign-owned, full-service business consultancy with a tax and accounting practice comprising ten representative offices in China, five in India, and two in Vietnam. Dezan Shira & Associates is an international firm with over 170 employees, handling clients from over 80 countries on a nationwide basis and in China specifically, the consultancy's operations extend to some 90 cities. It is one of the country's leading publishers of China legal and tax information via the well-known "China Briefing" brand, which is available through a variety of media and in several languages. Dezan Shira & Associates, with its seventeen years of experience has established a sound reputation in the multinational business community in China.

Throughout her time with Dezan Shira & Associates, Ms. Rizzo excelled in her position, contributing a great amount of energy, initiative, and responsibility into all aspects of her work. Due to her excellent analytical skills and ability to multi-task, she was able to develop effective solutions to any problem and performed well under the pressure of challenging situations. We were always able to rely on Ms. Rizzo, as she was an intuitive and dedicated member of our team.

Ms. Rizzo's specific duties and responsibilities included but were not limited to:

- Creating templates for tracking and summarizing governmental contacts in China and India, advertisement opportunities and competitors' information, and maintaining and updating these distribution and international marketing databases
- Researching and producing potential partner companies' overviews
- Writing answers for interview questions posed by the *Economic Times* about Indian companies setting up in China
- Participating in meetings with clients, partners and governmental bodies, and producing detailed and accurate minutes
- Reviewing and updating the Dezan Shira & Associates online library
- Assisting in the creation of the Media Brochure for Asia Briefing, Ltd., promotional flyers, brochures, marketing campaigns, as well as other publicity material
- Helping to compose the Dezan Shira & Associates annual meeting presentation
- Composing media sponsorship and joint marketing agreements
- Attending frequent networking events, and business, embassy, and chamber conferences on behalf of Asia Briefing and Dezan Shira & Associates
- Keeping abreast with the latest Chinese regulatory issues and economic news
- Italian-English translations of marketing products, articles of association and business contracts

Through working with Dezan Shira & Associates, Ms. Rizzo was able to gain a deep understanding of the company's structure and an in-depth knowledge of China and India's legal, tax, and operational issues from the position of an international investor.

Due to her rapid absorption of information and her exceptional social skills, Ms. Rizzo was able to work and communicate well with both her fellow employees, as well as clients. Her ability to build and maintain relationships with others proved to be a true asset to our company.

Due to her inherent interest in Asia and its socio-economic development, Ms. Rizzo made a valuable contribution to the activities of Dezan Shira & Associates in Beijing. She dedicated herself to her tasks with expertise and personal engagement to the fullest satisfaction of her fellow employees and associates.

I wish Ms. Rizzo all the best in her future career and would strongly recommend her to any prospective employer seeking a motivated, knowledgeable and responsible professional. Furthermore, I could envision Ms. Rizzo working with a multinational corporation or an international governmental body, as her personality and research skills would compliment such aforementioned institutions well.

If you have any further questions with regard to her background or qualifications, please feel free to contact us.

Sam Woollard

Group Marketing Director

Beijing, China  
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