

Lai Man To

Business Development Intern

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SUMMARY

Relationship-oriented communicator with proven experience securing corporate sponsorships, presenting to government bodies, and managing a 200+ member community. Technically literate — able to credibly pitch complex technology products.

EDUCATION

BEng Computer Engineering & AI Expected 2027

The Hong Kong University of Science and Technology (HKUST)

- Relevant: Data Structures, AI Foundations, Robotics, Embedded Systems

HKDSE Class of 2023

TWGHs Wong Fut Nam College

- Level 5* English (Speaking); Level 5 English, Mathematics, Physics

LEADERSHIP & BUSINESS EXPERIENCE

Vice President & Team Captain 2024 – Present

HKUST Sport Climbing Society

- Directed operations for 200+ members; facilitated 25% growth through high-impact events
- Primary spokesperson to HKUST Sports Dept and LCSD; delivered presentations for facility funding
- Negotiated and secured 5 corporate sponsorships; directed digital operations and Git-managed website

Climbing Coach & Counter Staff 2024 – Present

Lead Climbing Gyms

- Delivered customised training programmes for 20+ students
- Managed 300+ entry client database; coordinated schedules and resolved service-level issues

National Athlete Ongoing

Hong Kong National Climbing Team

- Member of the Hong Kong National Climbing Team

SUPPORTING PROJECTS

Sport Climbing Society Webpage

Figma · GitHub

- Directed UI/UX overhaul; improved member discovery, registration flow, and digital presence

International Student Support Agent

Dify · RAG

- Managed stakeholder requirements across student users and institutional teams; shipped with privacy compliance

All-in-One Combat Bot — Team Lead

Arduino · BLE

- Led 4-person team; 1st place out of 20+ teams; delivered technical presentation to judges

CERTIFICATIONS

AI Literacy for All — Digital Education Council x HKUST (2025)

Advanced Creative Thinking and AI: Tools for Success — Imperial College London (2026)

SKILLS

Business & Communication: Public Speaking, Technical Presentation, Stakeholder Management, Sponsorship Negotiation, Team Leadership (200+)

Technical (supporting): Python, Excel, Figma, Git, Prompt Engineering

Languages: English (native), Cantonese (native), Mandarin (native), Hakka (intermediate)

Other Interests: 3D Modelling (Shapr3D), Rubik's Cube Speed-solving