

## ALICE QINHUA ZHOU

4xx Temple Street, Room 4xx, New Haven | xxx@gmail.com | +1 (xxx) xxx xxxx

### Education

2009-2014

#### YALE UNIVERSITY

New Haven, USA

PhD in Molecular Biophysics and Biochemistry, GPA 3.86 / 4.00. Howard Hughes Medical Institute (HHMI) International Student Research Fellow: <50 awardees/year, full tuition & stipend until graduation. Chair of Yale Graduate Student Consulting Club and Editor-in-Chief of Yale Journal of Biology and Medicine. Published 2 first-author papers in peer reviewed journals. Tutored +40 students on Mathematics in Biophysics for 2 semesters.

2005-2009

#### FUDAN UNIVERSITY

Shanghai, China

B.S in Biological Sciences, GPA 3.78 / 4.00, ranked 1<sup>st</sup> of 174. Chun-Tsung Distinguished Scholar. Won No.1 in National Biology Olympiad of Shanghai Division. Awarded multiple Corporate Scholarships and Collegiate Honors. Inducted into the Chinese Crystallographic Society.

### Experience

06-08/2013

#### BAIN & COMPANY

Singapore

##### Associate Consultant Intern

- Increased trade spend returns for a beer company with \$1B annual revenue in Southeast Asia by analyzing ROI of trade spend on key accounts and prioritizing channels with high profitability to attract next-generation consumers

2009-2013

#### YALE LEADERSHIP POSITIONS

New Haven, USA

##### Chair of Yale Graduate Student Consulting Club

- 7x increase in offers extended to club members at top 3 consulting firms by launching 2 annual club case competitions, inaugural club casebook, workshops and one-on-one interview coaching
- Led 4-member executive board in structuring the club into as a non-profit legal entity with positive free cash flow, >\$2,000 net asset, >500 members, and established relationships with major firms and clubs

##### Finance Co-Chair of 2012 Yale Healthcare Conference

- Raised ~\$50,000 funding for the conference by contacting Yale Alumni and healthcare related companies, of which 90% converted to long term sponsors supporting 2013 conference

##### Editor-in-Chief of Yale Journal of Biology and Medicine

- Shortened review time by 50% while increasing the number of first-year-citations by 60% via implementing pre-review protocol with 10-member editorial board and facilitating reviewers-authors communication

##### Publicity & Promotion Officer of Yale Journal of Biology and Medicine

- Tripled submissions via personalized direct marketing to 100+ research institutes by writing a script to automate a mailing system to create a mass marketing email campaign

10-12/2011

#### NOVATRACT SURGICAL

New Haven, USA

##### Yale Tech Venture Consultant

- Recommended market entry strategy of a less invasive laparoscopic device for acute care with ~\$230 price point unit by benchmarking competitors, interviewing with decision makers of top 50 US hospitals

04-06/2011

#### BRANDWIDTH GLOBAL

New Haven, USA

##### Part-time analyst

- Developed an “enhance inner balance” branding strategy of a cold-treatment drug to match Chinese patients’ emotional needs via analyses of 1000+ posts from top 10 Chinese online forums and major social media

### Publications

- Zhou, A. Q., C. S. O’Hern, L. Regan. 2012. The power of hard-sphere models: Explaining side-chain dihedral angle distributions of Thr and Val. *Biophys. J.* **102**:2345-2352.
- Zhou, A. Q., C. S. O’Hern, L. Regan. 2011. Revisiting the Ramachandran plot from a new angle. *Prot. Sci.* **20**:1166-1171.

### Personal

1<sup>st</sup> place team member of 2013 Alcoa Case Competition on entry strategy into Chinese Aluminum auto sheet market. 2<sup>nd</sup> place team member of 2011 Johnson & Johnson Case Competition on managing cancer drug shortage and mid-term oncology drug supply portfolio. Yale School of Management enrollment in “Private Equity”, “Competitive Strategy”, “Influence and Persuasion”, etc. Proficient in C++, MATLAB, LaTeX and HTML. Native Shanghaiese and Mandarin Chinese. Interested in psychology, Chinese medicine, astrology and classical music