

Professional Summary

Knowledgeable marketing and strategy consultant who also has experience in the fields of advertising and search engine optimization. Strong communication and interpersonal skills, easily developing a rapport with peers, managers, and customers. Creative problem solver with robust quantitative analytical experience. Excellent teammate and natural leader. Dynamic speaker and presenter, with experience presenting to a diverse audience.

Work History

Consultant, 06/2015 to Current

Capita Plc. – Lancaster, MN

- Assisted numerous pharmaceutical companies on acheiving successful and profitable launch of innovations in the US, Europe, and Asia
- Advised companies on a range of business topics including pricing and contracting strategy for new and existing products, portfolio management, competitive landscape assessment, and US healthcare coding and reimbursement education
- Analyzed both comprehensive qualitative insights as well as complex quantitative data sets to ensure optimal project success
- Served as Editor of Healthcare Insights, a nationally published journal of global healthcare trends and developments
- Worked closely with global teams of other consultants, managers, and Partners to deliver results above and beyond the client's expectations
- Served as an official mentor to two consultants and an unofficial mentor to countless more within the first year of employment

Transcription Specialist, 2015 to 02/2015

Atlanta Braves MIb – Atlanta, GA

- Efficiently transcribed audio clips from Microsoft phones, ensuring the effectiveness and accuracy of speech recognition software
- Led team in productivity while still maintaining quality and precision of work
- Worked effectively with teammates from around the world, often while communicating from a remote location

Associate Account Strategist - Intern, 08/2014 to 11/2014

Google – City, STATE

- Assisted advertisers with management of Google AdWords accounts in order to increase return on investment
- Exceeded set goals for customer satisfaction and intern productivity
- Acted as Communications Lead for Global Customer Experience Innovation team
- Organized SMB Services team off-site event, managing a \$10,000 budget

Organic Chemistry Teaching Assistant, 08/2013 to 2014

Dartmouth College Chemistry Department – City, STATE

- Delivered pre-lab lectures and prepared experiments
- Taught and assisted with organic chemistry laboratory skills

Teacher / Tutor, 08/2012 to 11/2012

World Partners In Education – City, STATE

- Led individual study sessions and taught English, math, and chemistry
- Created choir program and organized culminating arts showcase

Co-founder, 01/2012 to 05/2012

BibimBros – City, STATE

- Created business plan for and founded a new company that earned a 200% return within the first year

Biophysical Chemistry Researcher, 05/2011 to 05/2015

Dr. Ekaterina Pletneva – City, STATE

- Studied cysteine-iron ligation with the goal of improving drug uptake and decreasing disease symptoms

Tour Guide, 2011 to 05/2015

Dartmouth College Admissions Office – City, STATE

- Led tours for potential incoming students and families, teaching about Dartmouth's history, lifestyle, and application process

Education

Bachelor of Arts: Biological Chemistry, 2015

Dartmouth College - Hanover, NH

- GPA 3.19/4.00
- Vice President of Dartmouth College Student Assembly
- Recipient of Richard M. 1960 & Sissel Pomboy Scholarship, Zabriskie Chemistry Fellowship, and Tucker Foundation Fellowship

Skills

- Fluent in Mandarin Chinese
- Consistently exceeds expectations
- Proficient in Microsoft Office Suite
- Efficient multi-tasker
- Working knowledge of Stata
- Effective leader