

# NATE CONRAD

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微博: 无为 BestWay 微信&GitHub: HaveringChinese

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## Skills

### Programming:

— HTML, CSS, JavaScript, Python — React, Sass, Three.js — Git

### General:

— Marketing & Sales — Program Direction — Mandarin Chinese

## Education

**Brown University** Providence, Rhode Island — Bachelor of Arts in East Asian Studies with Honors, GPA: 3.97, Magna Cum Laude, Phi Beta Kappa, 2019

— HSK 6 (汉语水平考试) — highest level of test-certified proficiency in both written and spoken Mandarin Chinese

— Codecademy — Learn Python 2 Certificate — 2017

— Yunnan Normal University (云南师范大学) — History of Chinese Philosophy — Fall 2016 – Summer 2017

— Beijing Normal University (北京师范大学) Beijing, China — Princeton in Beijing — Summer 2015

## Experience

### ENERGY & INCOME ADVISOR

#### ASSOCIATE EDITOR

MCLEAN, VIRGINIA — DECEMBER 2020-*PRESENT*

- Developed custom sales landing page using HTML, CSS, & JS ([Investr](#))
- Co-wrote and edited renewable energy investment eBook
- Designed eBook marketing and sales funnel which produced over \$2,000 from its initial launch on 9/25/21

### US-ASIA INSTITUTE

#### OPERATIONS DIRECTOR; INTERNSHIP PROGRAM COORDINATOR; RULE OF LAW DIRECTOR

Promoted from: **DEPUTY DIRECTOR, RULE OF LAW PROGRAM; RULE OF LAW INTERN**

WASHINGTON D.C. — JUNE-AUGUST 2018; APRIL 2019-*PRESENT*

- Recruited students from top Chinese and American law schools; organized and moderated over 300 high-level meetings for the students with United States & Chinese government officials, presidential appointees, elected representatives (incl. Chinese National People's Congress), federal judges, lawyers, and corporate representatives
- Organized itineraries for Vietnamese and Chinese government delegations to the US, including Obama-era Former Chinese Ambassador to the United States Zhou Wenzhong (周文重大使) (这辈子中使我最荣幸的任务之一)
- Designed and marketed Congressional briefings, educational programs, and news publications
- Managed the hiring, training, and supervision of 14 interns for the fall, spring, and summer internship programs

### CLEANCHOICE ENERGY

#### FIELD SALES REPRESENTATIVE

WASHINGTON D.C. — JUNE-DECEMBER 2021

- Persuaded 140+ D.C. and Maryland households to transition onto 100% Renewable Electricity (huzzah!)
- Generated over \$12,000 of recurring annual revenue for the company
- Earned *CCE Salesperson of the Month* for the months of September and October 2021