

Jeffery D. Gao

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3945 Chestnut St, Unit 914, Philadelphia PA 19104

EDUCATION

University of Pennsylvania

GPA: 3.6/4.0

Expected Graduation May 2019

Philadelphia, PA

- **The Wharton School:** B.S. in Economics, Concentrations in Management and Finance
- **College of Arts and Sciences:** Minor in International Relations
- **Honors and Activities:** Public Policy Research Scholar in Technology Public Policy

Gleneagle Secondary School

GPA: 4.0/4.0

Jun 2015

Coquitlam, CAN

- **Scores:** SAT: 2220; Math - 720; Writing - 740; Critical Reading - 760
- **Awards:** AP National Scholar (Canada), TALON Leadership Award for exemplary leadership (1 recipient in graduating class)

WORK EXPERIENCE

Capital One

Aug 2019 – Present

Incoming Strategy Associate

McLean, VA

- Will act as an internal consultant alongside senior leaders to shape the direction of one of the world's largest financial institutions

Romulus Capital

Mar 2018 – Mar 2019

Campus Analyst

Boston, MA

- Providing due-diligence on start-ups including market research, financial analysis, competitor analysis, and market sizing

Capital One

Jun 2018 – Aug 2018

Product Management & Analytics Intern

McLean, VA

- Analyzed data using SQL for over 3 million users on the Paribus.co team to identify user inactivity and its underlying causes
- Surveyed 200 users using design-thinking principles to diagnose inactivity and receive feedback on re-engagement initiatives
- Collaborated with design and back-end tech teams to implement several UX changes for nearly 1.6 existing million users and close to 50% of future users going forward

Mastercard

Jun 2017 – Aug 2017

Intern at Center for Inclusive Growth

Purchase, NY

- Gathered, evaluated, and reported data on various global programs and initiatives driving Mastercard's inclusive growth strategy, resulting in a halving of the grant approval turnaround time and increasing grant reporting efficiency
- Developed formalized, streamlined processes for grant evaluators and applicants to consolidate process across global offices

US-ASEAN Business Council

May 2016 – Aug 2016

Policy & Research Intern

Washington, DC

- Researched ICT, Defense, and Indonesian trade regulations to send analysis to over 1300 company representatives
- Liaised with US & foreign government trade officials in order to gather data on both state and private investment

EXTRACURRICULAR ACTIVITIES

Phi Gamma Nu Professional Business Fraternity

Nov 2016 – Present

Former President, Senior Rush Chair, Professional Chair, Pledge Advisor

Philadelphia, PA

- Built partnerships with corporate sponsors, students, professors, and administration – resulting in a 100% increase in corporate sponsorship income, three new corporate relationships, and numerous professor speaker series
- Managed an executive committee of 5 to facilitate day-to-day operations of a 50+ member business fraternity

Youthhack Philadelphia

Oct 2015 – Aug 2018

Co-President, Head of Startup School

Philadelphia, PA

- Managed a core group of over 30 individuals in order to run an accelerator program and entrepreneurship boot-camp
- Hosted workshops, speaker sessions, and pitch competitions with professors, entrepreneurs, student founders, and VCs

Other Clubs: Axios Ambassador, Accelerated Ambassador, Wharton China Business Society, MUSE (Social Impact Practice)

ADDITIONAL INFORMATION

Languages: English (Native), Mandarin Chinese (Fluent)

Skills: SQL, Microsoft Excel, Word, Outlook, OneNote & PowerPoint; Adobe Photoshop & Lightroom

Awards:

- **First in VC Case Competition** – PGN National Case Competition Mar 2018
- **Runner-up in Case Competition** – Deloitte Undergraduate Case Competition Jan 2017
- **Third in Case Competition** – 11th Annual Marketing, Advertising, and Retailing Conference Jan 2016

Interests: Salt and freshwater angling, snowboarding, collecting sneakers, listening to entrepreneurship podcasts, reading non-fiction