

Chi Long (Jester) Shum

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EDUCATION

University of Washington, Michael G. Foster School of Business

Graduation: June 2027

Major: Bachelor's in Business Administration, Concentration: Finance and IS

Cumulative GPA: 3.6

Related Course Work: Financial Accounting, Investments, Database Management, Intro to Python, Economics

WORK EXPERIENCE

Accounting Intern

Seattle, WA

Urban League of Metropolitan Seattle – City of Seattle

June 2025 – September 2025

- Processed and organized 200+ accounting records, reducing historical backlog by 25% and enhancing audit readiness in a fast-paced, results-driven environment.
- Collaborated with 5+ finance staff to streamline invoicing and grant folder systems, cutting administrative processing time by 30%.
- Maintained 40+ financial workbooks and grant files to ensure compliance, supporting successful internal reviews and external funder audits.

Student Consultant

Seattle, WA

Fresh Family LLC

January 2025 – March 2025

- Conducted in-depth financial analysis of 10+ competitors, identifying cost-reduction strategies projected to improve profitability by 15% and reduce operational expenses by \$100K.
- Developed a B2B marketing plan tailored for government and private sector clients, optimizing bid strategies to increase contract acquisition by 30%.
- Researched 30+ market data sources to assess government contract opportunities, guiding expansion into the private sector and uncovering a \$500K revenue growth potential.

Marketing Intern

Seattle, WA

Leaner Startups

October 2023 – March 2024

- Analyzed financial and customer data from collaborating companies using Excel, optimizing 4 marketing campaigns that increased customer reach by 25% and secured two new sponsorships
- Operated data pipelines with MailChimp and Looker's Studio improved campaign performance by 40%.
- Collected marketing and financial data, generating concise reports that led to a 15% improvement in ROI.

LEADERSHIP

Ambassador, UW Global Business Case Competition

February 2025 – April 2025

- Selected as 1 of 24 ambassadors selected to represent Foster School of Business, supporting a visiting international team through 6 days of competition and cultural exchange.
- Coordinated logistics and leading 4 competing students from Washington University of Saint Louis, ensuring smooth participation across 10+ scheduled events.
- Contributed to event planning efforts, helping deliver a seamless experience for 12 international teams and over 100 participants and judges.

Member, UW Corporate Banking Club

December 2024 – Present

- Fostering knowledge of corporate banking and finance through workshops, speaker events, and bank visits
- Collaborate with peers and industry professionals to develop technical skills and gain insights into credit analysis, lending strategies, and relationship management.
- Engage in networking opportunities with banking professionals to gain insights into career pathways, market dynamics, and emerging financial regulations.

ADDITIONAL INFORMATION

Technical Skills: Excel, Word, PowerPoint, Access, Python, MySQL, R, MailChimp, Looker Studio

Financial Skills: Stock analysis, Portfolio management, Market research, Financial Modeling (DCF, Budgeting, etc.)

Language: English (Fluent), Cantonese (Native), Mandarin (Native), Japanese (Conversational)

Interests: Investing (\$6K+ Portfolio), Duolingo (900+ streak), Online reselling (FB Marketplace)