

Andy Zhang

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EDUCATION

- **University of Waterloo** Waterloo, ON
Bachelor of Computer Science Sep. 2016 – Sep. 2021
- **Wilfrid Laurier University** Waterloo, ON
Bachelor of Business Administration, Finance Sep. 2016 – Sep. 2021

WORK EXPERIENCE

- **Blackhawk Network** Toronto, ON
Marketing Analyst Intern Jan 2018 - Apr 2018
 - **Data Analysis:** Created and prepared reports and models on different logistical benchmarks, such as forecasting future sales, conducting post promotional analysis and optimizing planograms.
 - **Problem Solving:** Prepared diagnostic reports on why sales for certain products are stagnant.
 - **VBA:** Wrote VBA scripts to automate periodic reports, greatly improving efficiency.
 - **Marketing:** Worked with graphic designers to create advertisements.
 - **Sales:** Presented analysis to large corporate clients for multi-million dollar promotions, and represented BHN at conferences and trade-shows, such as the McKesson Showcase 360°.
- **China Merchants Bank** Wuxi, JS
Corporate Sales Intern May 2017 - Aug 2017
 - **Sales:** Contacted over 1000 corporate clients through telephone calls and in person; clients ranged from startups to multi-billion-dollar corporations.
 - **Customer Service:** Handled all aspects of client-facing situations, ranging from giving margin calls, to preparing and delivering tutorials on new systems and products.
 - **Pitching:** Wrote, edited, and delivered sales pitches for new financial products, both in English and Mandarin.

OTHER EXPERIENCE

- **JDCC Laurier** Waterloo, ON
Parliamentary Debate Delegate Aug 2018 - Apr 2019
 - **Logical Analysis:** Compete and train as a debater in both Canadian and British Parliamentary styles.
- **Wilfrid Laurier Student Union** Waterloo, ON
Clubs Governance Special Events Funding Team Lead May 2018 - Apr 2019
 - **Leadership:** In charge of the team which assesses budget proposals for events funding.
- **University of Waterloo Mathematics Society** Waterloo, ON
Vice President of Finance May 2018 - Sep 2018
 - **Governance:** Managed the finances of the student society representing the 7000+ students in the Mathematics Faculty; sat on the board of the faculty café, and administered the café's bank account.
 - **Finance:** Administered the Operating Fund, as well as the Capital Improvements Fund, totaling over \$300 000.
 - **Fiscal Planning:** Drafted and approved budgets from various clubs and affiliated organizations.
 - **Leadership:** Managed a team of 10+ Finance Directors to oversee the financial operations of the society.
 - **Policy-Making:** Participated in the Math Council, the executive decision-making body for Math students, and proposed numerous financial and operational policies which were enacted.
- **Quantify Risk & Insurance Case Competition** Waterloo, ON
2nd Place Out of the 25 Teams Selected to Compete Jul 2018
 - **Risk Analysis:** Analysed and constructed models on climate change risk to recommend a risk management solution for an insurance company.

OTHER INFORMATION

- **Relevant Courses:** Algorithms, Logic & Computation, Combinatorics & Optimization, Probability & Statistics, Financial Management, Economics, Accounting, Financial Modelling (The Marquee Group)
- **Languages & Technical:** French (DELF B2 & French Immersion Certificate), Mandarin (Ontario Grade 12), C, C++, Scheme, VBA, R, Python, SQL, HTML\CSS, Shell Script, Git, Bloomberg Terminal, Ruby on Rails, L^AT_EX