

Jinhan (Victoria) Qian

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EDUCATION

Carnegie Mellon University - Tepper School of Business

B.S. in Business Administration, Additional B.S. in Human Computer Interaction

Cumulative GPA: 3.83/4.00 (Dean's List with Honors for all semesters)

Pittsburgh, PA

September 2020 - May 2024

INTERNSHIP EXPERIENCES

EY-Parthenon

Strategy Consulting Intern

Beijing, China

December 2022 – Present

- Currently assisting an OTC Growth Strategy project for an international pharmaceutical company (started on December 27th)
- Conducted desktop research on Chinese OTC market landscape, client's product, and its key competitors to identify key success factors for OTC products

Carnegie Mellon Human-Computer Interaction Institute CoEx Lab

Research Assistant

Pittsburgh, PA

June 2022 – August 2022

- Conducted preliminary research to identify key factors affecting contribution in open-source environments through reading published literature and research reports and developed survey questions based on the results
- Performed qualitative and quantitative analysis through multiple dimensions such as: gender, nationality, work experience on the 100+ survey responses collected from GitHub developers, compared the result with code contribution system in corporate settings
- Independently created PowerPoint slides on possible mitigation strategies that can lead to broader participation in open-source environments and presented findings to the entire lab at the end of the project, receiving recognition from mentors

Student Medicoever

Marketing Intern

San Francisco, CA

June 2022 – August 2022

- Improved current marketing strategies by addressing gaps and better understanding customer needs through conducting user research by interviewing and surveying international students on their preferences and concerns for medical insurance products
- Exceeded sales goal through actively seeking for partnership with student organizations, holding online insurance Q&A sessions facing parents of international students, and conducting in-person product promotional events for incoming freshman class

Amity Foundation

Business Development Intern

Nanjing, China

June 2020 – August 2020

- Participated in clients' site-visiting and meetings to explore potential partnership and growth opportunities, performed market research, competitive analysis, and financial assessment of clients' businesses to help select suitable options for Foundation's projects
- Utilized social media to promote the newly launched city cultural tour, attracted a wider range of participants through posting interactive articles and short videos, increased the official account follower by 150

LEADERSHIP EXPERIENCES

CMU Summit on U.S. – China Innovation and Entrepreneurship

Vice President

Pittsburgh, PA

February 2021 - Present

- Led a team of 20 students from both the U.S. and China to co-host an online international technology summit that attracted over 150 participants, invited pioneers from various industries to share their research insights and prospects in their respective fields, allowing students from both countries to keep updated with the latest trends in the technology industry
- Collaborated with CMU's Swartz Center for Entrepreneurship to host the annual Startup Competition that attracts over 100 students participating, invited successful entrepreneurship alumni and VC investors to be judges, provided a platform for student startups to receive meaningful feedback and funding
- Responsible for maintaining long-term partnership with well-known Chinese enterprises such as: Tencent, ByteDance, Xiaomi to host our biannual Career Fair, connecting these companies with talented students and providing students with valuable recruitment resources
- Pushed for the development of alumni network by leading a team of 10 students to plan and execute the Shanghai Alumni Meetup event, fostering closer ties among Chinese CMU alumni

CMU Chinese Student Association

VP Finance

Pittsburgh, PA

February 2021 – Present

- Spearheaded multiple fundraising events with Chinese culture elements within a month and donated the proceed to a Chinese World War II Veterans Volunteer Association to support their mission
- Reached out to 15+ potential sponsors and negotiated contracts and pricing details and officially partnered with 8 of them, providing over \$10,000 of funding for the organization

SKILLS & INTERESTS

- **Technical Skills:** Python, R, Microsoft Office, SQL, HTML, Miro, Figma, Wix (created a project website using it)
- **Languages:** Mandarin Chinese (native), English (fluent)
- **Interests:** Swimming, Wake surfing, Badminton, Guitar, Traveling