

## Wu Zihao

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### EDUCATION

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**The Wuhan University of Technology, School of International Education**  
**Bachelor of Economics in Finance, June 2021**

Wuhan, China

Cumulative GPA: 91/100

**University of London, Goldsmiths**

**Bachelor of Science (BSc) in Computer Science(part-time), Expected June 2026**

Online

Related courses: Web Development, Discrete mathematics

**New York University**

**Master of Urban Science and informatics, Expected July 2023**

New York, America

Related courses: Machine learning, Python

### WORK EXPERIENCE

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**GLP Hidden Hills Capital**

Shanghai, China

**Investment Assistant**

Oct 2021-Jan 2022

- Completed the industry research on topics including industrial internet and new energy and engaged in the relevant investment business
- Participated in writing due diligence reports to provide support for pre-investment studies
- Assisted in the writing business plans of projects to provide support for research

**Beijing ByteDance Technology Co., Ltd**

Beijing, China

**SaaS Strategy Analyst**

January 2021-April 2021

- Conducted the SaaS business research in various directions, ranging from low-level code to IM, and enterprise service research in various directions, covering the topics of CRM, ERP, HR, and completed 3 relevant reports
- Participated in the implementation of SaaS commercialization strategy, and assisted in the GTM (Go to Market) strategy research that covers channel distribution and Business-to-Business sales
- Assisted Supervisor to coordinate with the business departments to create sales plans for Key Account, build Responsive Business Processes and make proper adjustments to old operational strategy

**Beijing ByteDance Technology Co., Ltd**

Beijing, China

**Operation Analyst, Strategy & Operations**

Summer 2020

- Analyzed information of more than 1000 potential customers from CRM System, developed specific strategies for the salesforce, and exceeded the monthly revenue target by 10%
- Utilized SQL, Power BI, and Tableau to pull and visualize data of sales performance indicators from Aeolus System to provide recommendations to salesforce, increasing sales leads by 15%
- Managed client relations by applying RFM model and grew renewal rate of registered customers by 20%
- Involved in drafting the survey of COVID-19's effect on the mainland Financial services industry sector to explore business opportunity

**Shanghai DELOITTE Tax Ltd.**

Shanghai, China

**Advisory Intern, Tax&Business Advisory,**

Spring 2020

- In charge of processing raw data, controlling data cleaning, and visualizing data through Power BI and SPSS
- Constructed valuation analysis of new economy enterprises of Hubei Province for equity and high yield offerings, including financial statements analysis, comparable company trading analysis, and comparable acquisitions analysis
- Generated the Doing Business report and evaluation report on the economic performance of China (Wuhan) Pilot Free Trade Zone for the Wuhan government

## RELATED EXPERIENCE

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**Research on the Market Role of Financial Analysts in Chinese Context**, Xiamen, China 2018-2019

**Leader, Research Project funded by National Natural Science Foundation of China (No. 71472161)**

- Engaged in Humanity and Social Science Project "Financial Accounting Soft Information and Capital Market" funded by Xiamen University
- Led a team of 12 students to collect every bank loan information in more than 3000 annual reports of list companies, summarized and examined the relevant data

**Enactus Wuhan University of Technology**

Wuhan

**Vice President & Minister of Product Development Department**

2018-2019

- Led two operational teams with 10 on each one to undertake 2 entrepreneurial projects and 2 marketing campaigns, redesigned the organizational structure of the Enactus Wuhan
- Presided over the development process of three projects along with 12 members

**2019 Bank of China "College Student 5G+ Banking Robot Application Competition"**

Wuhan&Singapore

**Leader**

September, 2019

- Administered a team of 3 members to task with proposing the ideas of "5G+ Intelligent investment" and constructing a business model for 5G business services in China, and achieved Excellence Award (top2%)
- Selected as the representative of mainland universities to give an opening speech

**Entrepreneur Adventure Program founded by Start-Up Salad**

Wuhan, China

**Participant&Co-organizer**

Spring, 2018

- Served as a participant and led a team of 5 to work out a Lipstick Vending Machine start-up project through a 52-hour hackathon in New World Group A. Entrepreneur Adventure Program
- Co-organized with Start-Up Salad to stage an HP A. Entrepreneur Adventure Program, attracting over 60 teams from universities around Hubei province

## PUBILICATON AND PRESENTATION

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**Liu Yimiao, Wu Zihao, Sesay Brima**, Financial development and economic growth in China, accepted for publication in Conference: World Symposium on Economics, Business and Management(WSEBM), 2017

## ADDITIONAL INFORMATION

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**Technical Skills:** SPSS(Advanced), Excel (Advanced), Eviews (Advanced), MATLAB(Intermediate), Python (Intermediate), C Language (Intermediate)

**Languages:** Mandarin (Native proficiency), English (Conversational)

**Rewards:** Successful Participant of 2019 Mathematical Contest in Modeling

**Volunteer:** University of Chicago bilingual experiment volunteer, YC China Volunteer, Volunteer for Innovation and Entrepreneurship Forum for Chinese Overseas Students and Western Returned Scholars Association Forum

**Interest:** Badminton