

Audrey Yani Tao

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EDUCATION

Columbia Business School

MBA (deferred MBA admissions)

New York, NY

Expected May 2024

Johns Hopkins University, Krieger School of Arts and Science

Bachelor's degree in Public Health Studies, Economics

Baltimore, MD

May 2020

- **GPA:** 3.8/4.0, Dean's List all semesters, **GRE:** 327/340 (V: 163, Q: 164)
- **Relevant coursework:** Financial Accounting, Managerial Finance, Microeconomics, Econometrics, International Macroeconomics and Finance, Econometrics, Economics of the BRICS Countries, Principles of Marketing

PROFESSIONAL EXPERIENCE

Bain and Company

Incoming Associate Consultant

Washington, D.C.

Expected December 2020

Resolve Growth Partners

Junior Analyst

Baltimore, Maryland

February 2020 – May 2020

- Led sourcing efforts and creation of outreach and market research material for growth stage Software as a Service (SaaS) companies with \$3-10M in revenue as potential investments
- Constructed market opportunities analysis for target investment company by running projections on pharmaceutical sales market potential and competitor analysis, helping finalize due diligence for \$12M acquisition
- Analyzed balance sheets of portfolio companies for changes in annual rate of return and retention rate to inform investors of gains/losses and for internal bookkeeping, contributing to 5+ pitches and company valuation models

Lost Plate Food Tours

Business Development/Finance Intern

Beijing, China

June 2017 – January 2020

- Analyzed overall financial reporting and tracking structure to create monthly cost and revenue trends and metrics
- Reviewed long-term market trends and growth potential of family travelers to China and conducted competitive analysis, revenue projections of over \$100k yearly for recommended new product launch
- Received feedback from customers, web users, and Google Analytics on overall promotion strategy and implemented visual and functional changes to website and social media campaigns, resulting in 20% increase in conversion rate

Analysis Group

Healthcare Summer Analyst

New York, New York

June 2019 – August 2019

- Researched market performance of top name brand oncology drugs and impact to market share and global health
- Created payer budget impact model for three Fortune 50 pharmaceutical companies to evaluate cost effectiveness of new drug, increasing timeline for FDA drug approval by 20%,
- Cleaned, categorized, and analyzed 3000+ insurance claims data points to calculate insurance companies' estimated payments for multiple sclerosis, demonstrating client's drug could reduce costs annually by over \$20M

LEADERSHIP & ACTIVITIES

Women in Business at Johns Hopkins

Vice President of Finance

Baltimore, MD

March 2018 – December 2019

- Managed overall club finances and budget of \$4000+, strategically allocating funds to professional development, social, and outreach events
- Curated all networking events, alumni panels, and weekly meetings for 100+ attendees

ADDITIONAL INFORMATION

- **Languages:** bilingual fluency in Chinese, intermediate fluency in Spanish
- **Interests:** amateur yogi, global healthcare access advocate, avid kombucha brewer, podcast superfan