

# Yitong Zhang

FLUENT: ENGLISH, FRENCH, CHINESE, HTML, CSS  
WORKABLE: LATIN, JAVA, PYTHON

## EXPERIENCE

### CO-FOUNDER, HEMINGLY

2014-2015

- Started a [company](#) to help indie writers manage their marketing. Ended up helping startups outsource paperwork via Slack.
- Automated lead generation with scraper + outsourcing.
- Closed 15 B2B deal.
- Interviewed 300+ customers and potential users from product feedback.
- Designed the product & UI for our first web app.
- Designed and coded landing pages.
- Automated the hiring and testing of 70+ contractors.
- Delegated 650+ hours of work from customers to contractors.

SALES

DESIGN

OPERATIONS

### TEACHING ASSISTANT

2014-2014

- Graded papers and exams. 100
- Fielded questions from students during office hours
- Occasionally substituted for the professor.

### BIKE COOP MANAGER, SANTROPOL ROULANT

2013-2013

- Manage team of 20+ mechanics (scheduling, meetings, training, etc.)
- Implemented new programs that doubled the membership of the coop.

## EDUCATION

### MCGILL UNIVERSITY

2012-2015

- Received bachelor of commerce.
- Received \$40k funding to participate in MIT's accelerator.

## INTERESTS

### CYCLING

- I ride, fix and build bi & unicycles.
- I also answer [Quora](#) questions on these topics.

### FOOD

- Apprenticed in a Chinese lamian shop, pulling noodle by hand all day.
- Worked the front counter at a French pastry shop.