# RANNA ZHOU

Current: 480 Commonwealth Avenue, Boston, MA 02215
Home: 1354 Devonshire Road, Buffalo Grove, IL 60089
(847) 863-8489 • rannaz@mit.edu

## EDUCATION

**University of Cambridge** *(expected)*                                                       **Cambridge, UK**
Cambridge-MIT Exchange Fellow, Queens' College                                       Sept 2012 – June 2013

**Massachusetts Institute of Technology**                                                    **Cambridge, MA**
Bachelor of Science in Economics and Computer Science                                  Aug 2010 – June 2014
- GPA: 4.6/5.0
- Relevant Coursework: Microeconomics, Macroeconomics, Finance Theory, Corporate Financial Accounting, Algorithms, Probability and Random Variables, Software Engineering

**Adlai E. Stevenson High School**                                                          **Lincolnshire, IL**
Graduated Summa cum Laude, GPA: 4.0/4.0, SAT: 2350                                      Aug 2006 – June 2010
- National Merit Scholar, Congressional Debate Team –Secretary, Math Team –Co-President, Varsity Track

## WORK EXPERIENCE

**Endeavour Partners**                                                                      **Cambridge, MA**
Summer Analyst                                                                          June 2012 – Present
- Analyzed smartphone market growth for wireless charging provider. Resulted in the client negotiating for a $150M deal with a leading smartphone manufacturer for their next flagship line refresh
- Benchmarked the U.S. arm ($8.7B revenue) of the leading smartphone manufacturer against key competitors with respect to growth KPIs. Resulted in the company refocusing long-term strategy from hardware to loyalty drivers
- Performed due diligence on acquisition target for major U.S. wireless infrastructure owner and operator looking to make a foreign market entry
- Researched competitive landscape of consumer cloud services for major U.S. mobile network operator and identified key partners for new a cloud offering

**One William Street Capital Management**                                                      **New York, NY**
Winter Intern                                                                            Jan 2012 – Feb 2012
- Shadowed trader in non-agency MBS space and analyzed model for the effects of prepayment risk on tranche yields
- Streamlined dealer price challenging process by creating Excel tool to calculate quote deltas and mark loan CUSIPs for review

**Federal Reserve Bank of Chicago, Seventh District**                                            **Chicago, IL**
Technical Intern, Department of Supervision and Regulation                              June 2011 – Aug 2011
- Designed and implemented program to prepopulate Home Mortgage Disclosure Act (HMDA) loan data in performance evaluations. Resulted in 270% increase in efficiency

## LEADERSHIP & ACTIVITIES

**MIT Techfair,** *Director of Internal Relations*                                         Feb 2011 – Feb 2012
- Managed a $35,000 budget to plan, market, and execute a technology exposition and networking events with 60 companies and over 1100 students.
- Recruited for the Techfair planning board, interviewing 80 applicants for 35 positions

**Sigma Kappa Sorority**                                                                  Sept 2010 – Present
**MIT Student Ambassadors**                                                                Feb 2012 – Present
**MIT Undergraduate Association,** *Finance Board Vice Chair*                              Sept 2011 – July 2012
**Smart Women Securities,** *Vice President of Marketing*                                  Sept 2011 – June 2012

## SKILLS

**Computer**: Java, Matlab, Visual Basic, Microsoft Office, Adobe Photoshop
**Foreign Languages**: Fluent Mandarin
**Interests:** Traveling, Sailing