

# Christian Lin

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## EDUCATION

2016-2021	<b>HARVARD UNIVERSITY</b> (Leave of Absence, Spring 2020, Fall 2020) <i>A.B. Honors Candidate in Psychology, Secondary in Economics, Language Citation in Chinese</i> Relevant Coursework: Public Speaking, Nudge, Negotiations, Statistics, Micro/Macroeconomics, Computer Science	GPA: 3.70/4.0 Expected June 2021
Fall 2018	<b>HARVARD BUSINESS SCHOOL</b> <i>Research Assistant, Professor Ashley Whillans' Happiness Lab</i> Designed experiments surveying the effects of time scarcity on employee satisfaction and happiness	Grade: A/A
Summer 2018	<b>BEIJING LANGUAGE AND CULTURE UNIVERSITY</b> <i>Harvard Beijing Academy Summer Program (8 credits)</i>	Grade: A/A

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## PROFESSIONAL EXPERIENCE

Summer 2020	<b>MAINSAIL PARTNERS</b> <i>Operations Team Analyst, Growth Equity Firm</i> <ul style="list-style-type: none"><li>Accelerated the timetable for White Space analysis by 99.3% (90 min to 10 sec) by coding an automation tool that converted 350 pages of customer contracts in Word docs to Excel tables</li><li>Strengthened client recommendation by individually collecting over 30 competitors' revenues, prices and products to triangulate the software saturation of downstream, middle and luxury markets</li><li>Calculated the TAM of three adjacent B2B software industries by collecting clean census data and private reports</li></ul>	San Francisco, CA
Summer 2019	<b>KOTTER INTERNATIONAL</b> <i>Consulting Intern, Professor John Kotter's Management Consulting Firm</i> <ul style="list-style-type: none"><li>Designed, launched and analyzed a culture assessment survey of 100+ employees which was presented on-site to 10-15 high-level executives at a 3-day, culture transformation session</li><li>Spearheaded a 3-week research project that culminated into a published Forbes article expanding Kotter's thought leadership and IP by incorporating academic psychology and labor union expert interviews</li></ul>	Cambridge, MA
Summer 2020	<b>ALARISS GLOBAL</b> <i>Global Business Development Intern, Human Resources Tech Startup</i> <ul style="list-style-type: none"><li>Organized an outreach campaign which increased CRM database by 85% (400 new prospects) in 2 hours</li><li>Expanded online presence through content campaigns of three blogs and one zoom event of over 60 attendees</li><li>Formed business relationships with over 100 alumni, managers and executives via email, LinkedIn and events</li></ul>	San Francisco, CA
Summer 2018	<b>MCLEAN HOSPITAL</b> <i>Research Assistant, Professor Diego Pizzagalli's Depression and Anxiety Lab</i> <ul style="list-style-type: none"><li>Interviewed over 20 participants to run controlled clinical experiments, collecting data and analyzing results</li><li>Presented experimental data findings to a hospital-wide research fair of over 50 staff professionals</li></ul>	Belmont, MA

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## PERSONAL ACTIVITIES

Summer 2020	<b>REMOTE STUDENT COMMUNITY</b> <i>Community Leader, Virtual Professional College Platform</i> <ul style="list-style-type: none"><li>Started a LinkedIn community of 150 unemployed college students after COVID-19 to aggregate webinars and opportunities and was recruited to grow an online pre-professional community of over 10,000 students</li></ul>	Remote
2018-2019	<b>HARVARD BREAKERS</b> <i>President, Harvard Hip Hop Organization</i> <ul style="list-style-type: none"><li>Directed a 200% expansion in membership and 500% increase in budget through club awareness campaigns, joint socials with other on-campus groups and 2 intercollegiate jams with 500+ registrants each and world-class judges</li></ul>	Cambridge, MA
Spring 2020	<b>DEMOLA GLOBAL</b> <i>Project Manager, International Innovation Challenge</i> <ul style="list-style-type: none"><li>Researched 30 news articles, industry reports, and academic papers to invent a corporate board game which encourages socially responsible KPIs supplemented by a 25-page report on corporate citizenship</li></ul>	Remote

Technical:	Excel, Word, PowerPoint, Google Suites, Python, R, C, SQL, Canva, Stata
Certificates:	AP National Scholar, Harvard Faculty Scholarship, Hubspot Inbound Marketing Certification, TavTech Fellowship
Interests:	Data Analysis for Fantasy Football, Time-saving Python Tools, Hosting Children's Story Podcast, Symphony Music