

Christian Lin

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EDUCATION

2016-2021	HARVARD UNIVERSITY (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
Fall 2018	HARVARD BUSINESS SCHOOL <i>Research Assistant, Professor Ashley Whillans' Happiness Lab</i> Designed experiments surveying the effects of time scarcity on employee satisfaction and happiness	
Summer 2018	BEIJING LANGUAGE AND CULTURE UNIVERSITY <i>Harvard Beijing Academy Summer Program (8 credits)</i>	Grade: A/A

PROFESSIONAL EXPERIENCE

Summer 2020	MAINSAIL PARTNERS <i>Operations Team Analyst, Growth Equity Firm</i> <ul style="list-style-type: none">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 tablesStrengthened client recommendation by individually collecting over 30 competitors' revenues, prices and products to triangulate the software saturation of downstream, middle and luxury marketsCalculated the TAM of three adjacent B2B software industries by collecting clean census data and private reports	San Francisco, CA
Summer 2019	KOTTER INTERNATIONAL <i>Consulting Intern, Professor John Kotter's Management Consulting Firm</i> <ul style="list-style-type: none">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 sessionSpearheaded 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	Cambridge, MA
Summer 2020	ALARISS GLOBAL <i>Global Business Development Intern, Human Resources Tech Startup</i> <ul style="list-style-type: none">Organized an outreach campaign which increased CRM database by 85% (400 new prospects) in 2 hoursExpanded online presence through content campaigns of three blogs and one zoom event of over 60 attendeesFormed business relationships with over 100 alumni, managers and executives via email, LinkedIn and events	San Francisco, CA
Summer 2018	MCLEAN HOSPITAL <i>Research Assistant, Professor Diego Pizzagalli's Depression and Anxiety Lab</i> <ul style="list-style-type: none">Interviewed over 20 participants to run controlled clinical experiments, collecting data and analyzing resultsPresented experimental data findings to a hospital-wide research fair of over 50 staff professionals	Belmont, MA

PERSONAL ACTIVITIES

Summer 2020	REMOTE STUDENT COMMUNITY <i>Community Leader, Virtual Professional College Platform</i> <ul style="list-style-type: none">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	Remote
2018-2019	HARVARD BREAKERS <i>President, Harvard Hip Hop Organization</i> <ul style="list-style-type: none">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	Cambridge, MA
Spring 2020	DEMOLA GLOBAL <i>Project Manager, International Innovation Challenge</i> <ul style="list-style-type: none">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	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