

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 Courses: Negotiation, Public Speaking, Expository Writing, Research Statistics, Intro to Computer Science	GPA: 3.70/4.0 Expected June 2021
Fall 2018	HARVARD BUSINESS SCHOOL <i>Research Assistant, Professor Ashley Whillans' Happiness Lab</i> Ran controlled A/B experiment on the effects of volunteerism on employee satisfaction and productivity	
Summer 2018	BEIJING LANGUAGE AND CULTURE UNIVERSITY <i>Harvard Beijing Academy Summer Program (8 credits)</i>	Grade: A/A

PROFESSIONAL EXPERIENCE

Summer 2020	ALARISS GLOBAL <i>Global Business Development Intern, Human Resources Tech Startup</i> <ul style="list-style-type: none">Expanded online presences through content marketing of three blogs and one zoom event of over 60 attendeesFormed business relationships with over 100 alumni, managers and executives via email campaigns and LinkedInOrganized an outreach campaign which increased CRM database by 85% (400 new prospects) in 2 hours	San Francisco, CA
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 tablesQuantified market expansion analysis by collecting data on 30 competitors' revenue, price and product in order to segment the market by software saturation for a Mekko AnalysisCalculated the TAM and growth of three B2B software industries by triangulating 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">End-to-end ownership of a client engagement running a culture assessment survey of 100+ employees, synthesizing data into PowerPoint slides and presented to 10-15 high-level executives on-siteSpearheaded 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
Spring 2020	DEMOLA GLOBAL <i>Research Assistant, Professor Diego Pizzagalli's Depression and Anxiety Lab</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

PERSONAL ACTIVITIES

January 2019	TAVTECH FELLOW <i>Cybersecurity and Data Science Fellow</i> <ul style="list-style-type: none">One of 50 selected students from a pool of 1000 applicants for a prestigious data science bootcamp in IsraelManaged a team of 4 to demo Firefly, a social tech startup on effective patient-therapist pairing	Tel Aviv, Israel
2018-2019	HARVARD BREAKERS <i>President, Harvard Hip Hop Organization</i> <ul style="list-style-type: none">Led a 200% expansion in membership and 500% increase in budget through cost cutting and marketing campaignsEmployed digital marketing strategies for 2 intercollegiate jams increasing engagement to over 500+ registrants	Cambridge, MA
Spring 2020	INDIGO PEER COUNSELING <i>Student Counselor, Harvard Peer Counseling</i> <ul style="list-style-type: none">Empathized with students in confidentiality on identity issues of race, socioeconomic status, and citizenshipPublicized mental health service to peers, houses and campus through fliers, social media and word of mouth	Cambridge, MA

Technical: HubSpot CRM, Salesforce Lightning Accounts, Word, PowerPoint, Excel, Python, R, C, SQL, Canva, Stata
Certificates: AP National Scholar, HubSpot Inbound Marketing Certification, Demola Innovation Certificate
Interests: Data Analysis for Fantasy Football, Hosting Children's Story Podcast, Symphony Music