

Christian Lin

(347)-440-6460 • [LinkedIn](#) • [Portfolio](#) • [GitHub](#)

HARVARD UNIVERSITY (Leave of Absence, Spring 2020, Fall 2020)

GPA: 3.70/4.0

A.B. Honors Candidate in Psychology; Secondary in Economics; Language Citation in Chinese

Expected June 2021

Relevant Coursework: CS50, Behavioral Science of Negotiation, Nudge, Social Psychology, Micro/Macroeconomics, Mind Reading Seminar

HARVARD BUSINESS SCHOOL

Research Assistant, Professor Ashley Whillans' Happiness Lab

Grade: A/A

Drove experiments on the impact of volunteerism on employee satisfaction culminating in a 10-page report on time scarcity

BEIJING LANGUAGE AND CULTURE UNIVERSITY

Harvard Beijing Academy Summer Program (8 credits)

Grade: A/A

MAINSAIL PARTNERS

San Francisco, CA

Operations Team Analyst, Growth Equity Firm with \$1.2 Billion Investment Cap

Summer 2020

- Accelerated the timetable for White Space analysis by 99.3% (90 min to 10 sec) by coding a python tool that converted 350 pages of customer contracts in Word docs to Excel tables. Tool delivered to portfolio company for future usage
- Quantified software market saturation by collecting public census data and private information on 30 competitors' profile for a Mekko Analysis. Findings were incorporated and presented to internal team and executive partners for growth strategy recommendation

KOTTER INTERNATIONAL

Cambridge, MA

Consulting Intern, Consulting Firm of HBS Emeritus Professor John Kotter, the founder of Change Management

Summer 2019

- 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
- Published on Forbes article converting a 3-week research project that gathered primary data from 10 client employees, 4 labor union experts, and 3 senior consultants on labor unions and change management

ALARISS GLOBAL

San Francisco, CA

Global Business Development Intern, an Early Staged Tech Startup founded by Stanford GSB and Harvard grad

Summer 2020

- Organized a business development outreach campaign which increased CRM database by 85% (400 new prospects) in 2 hours
- Expanded online presence through a PM zoom panel with over 60 attendees accompanied with a content campaigns of 3 blogs
- Collaborated across departments to deliver investor pitch deck, finish product algorithm, and publish 3 blogs on talent globalization

MCLEAN HOSPITAL

Belmont, MA

Research Assistant, Professor Diego Pizzagalli's Depression and Anxiety Lab

2018 - 2019

- Synthesized experimental data on depression and memory into a presentation for a hospital-wide research fair

DEMOLA GLOBAL

Remote

Project Manager, International Innovation Challenge

Spring 2020

- Led a products team of 5 international students to research 30 news articles, industry reports, and academic papers to develop a novel corporate board game which encourages corporate citizenship, supplemented by a 25-page research report

REMOTE STUDENT COMMUNITY

Remote

PM Community Leader, Virtual Professional College Platform

Spring 2020

- Initiated a LinkedIn community of 150 unemployed college students after COVID-19 to aggregate webinars and opportunities
- Recruited to host events and share content to a pre-professional community of over 1,000 students interested in PM

HARVARD BREAKERS

Cambridge, MA

President, Harvard Hip Hop Organization

2018 - 2019

- 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 with world-class judges

Awards: AP National Scholar, Harvard Faculty Scholarship, Harvard Study Abroad Grant, TavTech Fellowship to Israel

Certificates: Hubspot Inbound Marketing Certification, Demola Innovation Certificate, EDX Corporate Finance Certificate

Interests: Hosting a children's story podcast, Data Analysis for Fantasy Football, Biography Book Club, Harvard Radcliffe Orchestra