MICHAEL FANG

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EDUCATION

University of Toronto   **Toronto, ON**
Bachelor of Information– Focus on Data Science   *2023-2025*
- GPA: 4.0/4.0

University of Toronto   **Toronto, ON**
Bachelor of Science with a focus in Computer Science/Math   *2020-2023*
- Participation in Rotman Commerce Innovation Symposium Case competition
- Relevant Coursework: Software Design, Computational Reasoning, Principles of Microeconomics and Macroeconomics, Software Tools and Systems Programming, Probability, Statistics and Data Analysis

WORK EXPERIENCE   **Toronto, ON**
IBM   *May 2023 - Present*
Technology Software Sales Intern
- Worked with the zStack Mainframe Team to architect client-centric solutions for complex business challenges.
- Orchestrated and presented detailed technical demonstrations of product features and capabilities, tailored to the specific technological needs of various clients
- Performed advanced research on industry trends, competitor technological developments, and market demands to strategically identify new sales opportunities and drive corporate growth.

The Knowledge Academy   **Toronto, ON**
Corporate Account Manager   *June 2022 – September 2022*
- Specialized in targeted outreach, prospecting strategies, and lead qualification to drive the sales funnel and revenue growth.
- Leveraged advanced sales techniques, including upselling and strategic product positioning, complemented by strong relationship-building skills to maximize sales success.
- Expertise in managing client portfolios, fostering long-term partnerships through consistent performance, and tailored client engagement strategies.

CloudStreet Partners LLC   **Toronto, ON**
Software Developer/Data Analyst Intern   *May 2021 – September 2021*
- Proficient in utilizing LinkedIn, CRM tools, and SQL for in-depth software industry research and data analysis to inform strategic decisions
- Developed and deployed a custom web service using Python and JavaScript, enhancing system functionality and user experience
- Conducted comprehensive research, integration, and testing of diverse sales, marketing, and analytics platforms to optimize business operations

ADDITIONAL INFORMATION

Languages: Fluent in French, Basic Skills in Mandarin

Computer: Python (pandas, numpy), R (ggplot2, tidyverse), JavaScript, HTML, CSS, C++

Office: MS Office (Excel, Word, PowerPoint), Google Suite (Docs, Slides, Sheets)