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RANNA ZHOU

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EDUCATION

University of Cambridge Cambridge, UK
Cambridge-MIT Exchange Fellow, Queens' College Sep 2012 – Jun 2013

Massachusetts Institute Of Technology Cambridge, MA
Bachelor of Science in Economics and Computer Science Aug 2010 – Jun 2014

- *Academics:* 4.6/5.0 GPA with coursework in Macroeconomics, Finance Theory, Corporate Financial Accounting, Algorithms, Probability and Random Variables, Software Engineering
- *Honors:* National Merit Scholarship (Academic, 2010)

Adlai E. Stevenson High School Lincolnshire, IL
Graduated Summa cum Laude Aug 2006 – Jun 2010

- *Academics:* 4.0/4.0 GPA and 2350/2400 SAT with 16 Advanced Placement (AP) courses
- *Leadership and activities:* Congressional Debate Team – Secretary, Math Team – Co-President, Varsity Track

EXPERIENCE

Endeavour Partners Cambridge, MA
Summer Analyst Jun 2012 – Present

- Forecasted a what-if analysis of smartphone market growth for a wireless charging provider. Resulted in the client negotiating for a \$150M deal with a leading smartphone manufacturer for their next flagship line refresh
- Benchmarked the U.S. arm (\$8.7B revenue) of the leading smartphone manufacturer against key competitors with respect to growth KPIs. Resulted in the company refocusing long-term strategy from hardware to loyalty drivers
- Performed due diligence on acquisition target for major U.S. wireless infrastructure owner and operator looking to make a foreign market entry
- Researched competitive landscape of consumer cloud services for major U.S. Mobile Network Operator (MNO) and identified key partners for new a cloud offering

One William Street Capital Management New York, NY
Winter Analyst Jan 2012 – Feb 2012

- Shadowed trader in non-agency MBS space and analyzed model for the effects of prepayment risk on tranche yields
- Successfully created and released database tool to calculate quote deltas and mark loan CUSIPs for review, streamlining dealer price challenging process

Federal Reserve Bank Of Chicago, Seventh District Chicago, IL
Technical Intern – Department of Supervision and Regulation Jun 2011 – Aug 2011

- Designed and created program to prepopulate Home Mortgage Disclosure Act (HMDA) loan data in Performance Evaluations (PE), reduced lead time on PEs by 23%
- Coordinated with the Community Reinvestment Act (CRA) team to help them implement the tool amongst 31 bank examiners

LEADERSHIP

MIT Techfair, Director of Internal Relations Feb 2011 – Feb 2012

- Managed a \$35,000 budget to plan, market, and execute a technology exposition and satellite networking events with 67 companies and over 1100 students.
- Executed recruitment for the Techfair planning board, interviewing 80 applicants for 35 positions

Sigma Kappa Sorority Sep 2010 – Present
MIT Student Ambassadors Feb 2012 – Present
MIT Undergraduate Association, Finance Board Vice Chair Sep 2011 – Jul 2012
Smart Women Securities, Vice President Of Marketing Sep 2011 – Jun 2012

SKILLS & INTERESTS

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- **Additional:** Participated in the Morgan Stanley Early Insights Program, MIT \$100K Competition, and the Leaders in Investment Banking Workshop
 - **Computer skills:** Java, Matlab, Visual Basic, Adobe Photoshop
 - **Interests:** sailing, kayaking, Venezuelan food