**Hillary Hao**

273 Babcock St Boston, MA 02215 • (929) 264-8634 • [hillhao@bu.edu](mailto:hillhao@bu.edu)

**EDUCATION**

**Boston University** Boston, MA Bachelors of Arts in Economics Present – May 2022

Major GPA: 4.00, Dean’s List

Relevant Course Work: Intermediate Microeconomics Analysis, Empirical Economics 1

*Extracurriculars*: BUST, Opinion Columnist for the Daily Free Press, Association Francophone de BU

**WORK EXPERIENCE**

**Boston, MA, The Water Coolest** November 2018 — Present

*Campus Representative*

* Promoted TWC brand: a daily newsletter whose goal is to make business news and personal finance more approachable to interested undergraduate students
* Accumulated 75 subscribers by thoroughly advertising through various channels such as social media, in class announcements, and mass emails
* Collaborated with 10 other campus representatives in order to brainstorm potential subscriber rewards to increase brand competitiveness amongst similar newsletters

**New York, NY, Morgan Stanley** July 2018 – August 2018

*Corporate Strategy Intern*

* Analyzed over 20 cash flow statements, income statements, and balance sheets from the annual reports of various public corporations
* Created and updated daily expenditure and saving spreadsheets with basic Excel commands to assist third-year analysts keep track of their spending
* Contributed research slides and synthesized hypothetical three statement financial models in order to present strategic material to the human resources department

**McLean, VA, Simply Wireless** June 2017— August 2017

*Summer Intern in Finance Division*

* Utilized Pivot Table in Excel to organize 100,000+ lines of data from the company’s various chains throughout the Eastern United States
* Read and responded to customer questions and feedback in a timely fashion and forwarded notable messages to superiors in order to maintain communication channels
* Maintained the office space and facilities at optimal working condition with daily check ins and regularly updating inventory spreadsheets

**LEADERSHIP EXPERIENCE**

**Boston, MA, Boston University Finance and Investment Club** September 2018— Present

*Junior Analyst*

* Prepared a comprehensive slide deck with 7 other junior analysts with in-depth analysis in order to pitch a buy of CHK’s stock to the executive board
* Used CHK’s historical data to create a thorough comparable company analysis and an income statement to create a discounted cash flow valuation
* Extensively researched recent developments in the materials and energy industry in order to create an informed investment thesis

**Tribeca, NY, ARISTA Honors Society** September 2016 — June 2018

*Events Committee Leader*

* Established written correspondence between 25 non-profit organizations and 500 student volunteers, developing proper email etiquette in the process
* Collaborated with 25 event coordinators to create unique in school and out of school volunteer opportunities such as alumni tours and soup kitchen assistance
* Improved upon an existing penalty system for complacent volunteers which incentivized them to be proactive during volunteer events and reduced student leader complaints by 10 percent

**SKILLS & INTERESTS**

Technical Skills: PowerPoint (Beginner), Excel (Beginner), Stata (Beginner)

Languages: Beginner Mandarin, Conversational to Intermediate French

*Interests*: Snowboarding, American Politics, Documentaries