

JIASHU (JULIE) ZHANG

617-586-9579/ juliezhang0102@gmail.com/ Wellesley, MA/ [Self-Designed and Developed Portfolio](#)

EDUCATION

Carnegie Mellon University, Pittsburgh, PA

Incoming Fall 2021

- Master of Integrated Innovation for Products and Services and Integrated Study in Computer Science

Babson College, School of Business, Bachelor of Science, Wellesley, MA

Graduation: May 2020

- GPA: 3.61/4.00 – Dean's List all semesters; Senior Divisional Award in Information Systems
 - Concentrations: Information Technology Management, Business Analytics
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PROFESSIONAL EXPERIENCES

INTERNATIONAL CHINESE READING ASSOCIATION, *starBook Program Lead*

September 2019- Present

- Lead program to offer Chinese book resources for children to learn Chinese language and Chinese culture; partner with local libraries, donating 200+ Chinese children's books from China
- Developed and launched [Program Web APP](#) in 3 months leveraging Python Django
 - » Managed product ideation, planning, and prototyping, allowing program to collect book information, recommend 100+ books to parents, and manage program donation records
 - » Advanced product from program Web APP to organization website; released 3 times up to date

DASSAULT SYSTEMES ENOVIA, *Sales Operation Intern – Technical Based*

September 2019- May 2020

- Designed and administered Cloud dashboard to visualize work progress for upper management, consolidate 100+ Sales documents and centralize 200+ Marketing records
 - » Accelerated planning process by 10% and boosted collaboration between Sales and Marketing team by 25%
- Interviewed sales teams and authored 30+ sales stories to enhance sales motivation and encourage mutual learning

DASSAULT SYSTEMES SOLIDWORKS, *Sales Operation Intern – Analytical Based*

March 2018- August 2019

- Analyzed and compared 1000+ VAR Performance data in 2018 and 2019 using MS Excel to identify top brands/products, predict VAR's behavioral trends, evaluate new products' popularity, and detect VARs' violations
- Presented VARs' performance results to Sales Operation Executive Team for competitor analysis and annual planning

ACCEPTU, *Business Development Intern*

May 2017- December 2017

- Reached out to 30+ prospective clients daily by phone calls to promote 30-min free consultation
 - Arranged 13 Marketing events nationwide to generate client leads and raise brand awareness
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ACADEMIC EXPERIENCES AND ACTIVITIES

SOFTWARE PRODUCT MANAGEMENT, *Coursera 'Specialization' by University of Alberta*

March 2020- May 2020

- Studied Agile practices covering software processes, requirements, planning, and improvement

SCALING LEAN VENTURES, *Student Coach*

September 2019- May 2020

- Coached 2 teams on applying Toyota Production System and Lean approach to companies' operations projects
- Advised on teams' MIFC, Root Cause Analysis, and final A3 Deliverables before presenting to companies
- Coordinated with professor and companies on course designing and project monitoring

BABSON CENTER FOR CAREER DEVELOPMENT, *Peer Career Consultant*

September 2019- March 2020

- Selected for highly competitive advisory role; advised students on career planning and internship search strategies
 - Revised 50+ students' resumes and cover letters through one-on-one appointments
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AWARDS

- 3DByMe Tournament Guerrilla Marketing Strategy Contest, 3rd Place Winner August 2019
 - Babson Analytics Hackathon 2019, Undergraduate Team Winner March 2019
 - » Best analysis rewarded by Wayfair and best visualization awarded by Tableau
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SKILLS

- Python, R, Tableau, Google Analytics, MS Access, MS Project, HTML, Balsamiq, Github, Heroku, MS Excel