

LIYANG (LEO) LUO

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EDUCATION	UNIVERSITY OF MICHIGAN Stephen M. Ross School of Business Bachelor of Business Administration, May 2021 <ul style="list-style-type: none">• GPA: 3.95/4.00; Emphases in Strategy and Operations• 1st Place, Deloitte RISE Risk and Financial Advisory Case Competition (Michigan)• Paton Fellowship Recipient; Sholk-Kaplan Fellowship Recipient; Dare to Dream Grant Recipient• Incoming Strategy Consulting Summer Associate at PwC Strategy& (Summer 2020) School of Information Bachelor of Science, May 2021 <ul style="list-style-type: none">• GPA: 4.00/4.00; Information Analytics and UX Design Track (Dual Degree)	Ann Arbor, MI
EXPERIENCE	CLIPP	Ann Arbor, MI
2019-Present	CEO & Co-Founder <ul style="list-style-type: none">• Created interactive and gamified second-hand bartering marketplace for college students, leading a team of four software engineers and one UX/UI designer• Launched beta application on iOS Testflight within three months of product ideation, acquiring 200+ initial users at the University of Michigan• Accepted into two college entrepreneurship programs, receiving monetary support and mentorship from renowned advisors	
2017-Present	TAMID GROUP	Ann Arbor, MI
Action-Based Learning	Director of Consulting <ul style="list-style-type: none">• Managed 9 project managers and 80+ business analysts, increasing project standardization and member engagement by more than 25%• Conducted in-depth market research on mobility service providers for Cyber startup, recommending niche industry to enter in North America• Led five senior analysts to structure blockchain-enabled supply chain for e-commerce company, providing preliminary recommendation after analyzing 40+ case studies	
2019-Present	LIONBIRD	Tel Aviv, Israel
Summers	Venture Capital Investment Intern - Israel Coverage <ul style="list-style-type: none">• Developed a new digital health investment thesis for company, adopted by partners• Represented LionBird at 5+ startup conferences to increase deal flow, screening 100+ startups and setting up 10+ meetings for partners• Prepared investment memos on 10+ robotics and artificial intelligence startups, delivering investment rating based on 6 quantitative metrics• Created blog post documenting best resources for consumer product startups with focus on marketing channels and tactics, gaining tractions for LionBird	
2018-2019	ARBOR LAKE CAPITAL	Ann Arbor, MI
	Academic Year Strategy and Business Development Intern <ul style="list-style-type: none">• Researched 50+ middle market tire pyrolysis companies for multinational corporation, identifying 3 targets for potential acquisition• Mapped out distribution network for fire extinguisher liquid in the US, providing reference for Chinese specialty liquid producer to enter US market• Cold-called 200+ top executives in hydrogen vehicle space, setting up 3 meetings for partners to discuss potential M&A deals	
2018	JUMP INVESTORS	Los Angeles, CA
Summer	Venture Capital Investment and Portfolio Operations Intern <ul style="list-style-type: none">• Delivered reports on 20+ global blockchain companies through research and collaboration with industry experts, connecting partners with two target companies for investment• Coded websites for portfolio companies while improving Search Engine Optimization, resulting in 15% more website page views and better user experience• Aggregated information on top 3000 beaches for travel company by designing Python data extraction program, expediting research process by two weeks	
ADDITIONAL	<ul style="list-style-type: none">• Fun Facts: 1. Made \$50,000 + a year selling sunglasses and wallets in high school 2. Listen to 3 hours of podcasts a day 3. Avid researcher of dating apps• Languages/Skills: English, Chinese, French(conversational), Python, HTML, CSS, Django, SQL	