

# Lily Zhang ✨

*I'm fascinated by how and what stories are told. I learn from interpreting how art and public works affect society and culture. Currently based in New York, NY.*

## Professional Experiences

### American Express | Product Innovation Summer Analyst

June 2022 - August 2022

New York, NY

- Analyzed 20+ key international consumer proactive and reactive credit line management performance metrics in Hive Terminal/SQL for monthly leadership summary
- Proposed email reinforcements experiment for post-credit limit increase fulfillment communications pattern to three local market teams to test best revenue effects

### Pendo.io | Sales Operations Intern

June 2021 - July 2021

Remote; Based in New York, NY

- Managed Salesforce, DocuSign, Leandata, etc. for \$100m ARR global sales team at Series F product analytics startup
- Collaborated across finance, product operations, and sales/customer success teams to advise on SFDC Objects cleaning

### Recharge Capital | Investment Research Intern

Aug 2020 - Dec 2020

Remote; Based in New York, NY

- Generated startup investment and market diligence in consumer industries (pet wellness, family tech) for international family office fund
- Completed ad-hoc social media marketing and business development projects for incubating consumer brands

### Sharebite | Restaurant Sales Intern

June 2020 - July 2020

Remote; Based in New York, NY

- Designed coffee chat rotation to enhance remote culture at Series A corporate meals startup
- Closed 30+ full cycle cold outreach restaurant sales in Salesforce CRM and Truly in national expansion project

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## Education

### NYU Stern Undergraduate College

B.S. in Business, concentration in

Finance; Minor in Public Health

Expected Graduation: May 2023

GPA: 3.6/4.0

### North Gwinnett High School

General Diploma with Honors

September 2015 - May 2019

GPA: 4.0/4.0 | SAT: 1520/1600

## Extracurricular Activities

### NYU Strategic Venture Society |

#### Program Lead & Venture Analyst

Aug 2020 - Present

New York, NY

- Develop 8 week curriculum on venture capital and startup space
- Mentor 25+ students in pitching a startup idea to mock investors

### NYU Stern Undergraduate Office of

#### Student Engagement | Orientation

#### Leader & Class Guide

Aug 2021 - Present

New York, NY

- Lead 60 first-year students in orientation and community initiatives
- Partner with administration advising students on wellness and academics

**Proficiency** in SQL, HiveTerminal, Microsoft Office, G Suite, Figma, Salesforce, LinkedIn Sales Nav, Notion

**Interests** in thrifting, museums of all types, travel, exercise classes, and art!