

LILLIAN ZHANG

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EDUCATION

New York University, Leonard N. Stern School of Business

New York, NY

Bachelor of Science, Business with a concentration in Finance

Expected May 2023

- **GPA:** 3.6/4.0
- **Relevant Coursework:** Principles of Financial Accounting, Statistics for Business Control, Foundations of Finance

North Gwinnett High School

Suwanee, GA

High School Diploma

Aug 2015 – May 2019

- **GPA:** 4.0/4.0 | **SAT:** 1520/1600 | **Rank:** 23/736
- **Honors and Awards:** Honor Graduate, CIT Scholarship, AP Scholar with Distinction, Varsity Letterman

WORK EXPERIENCE

American Express

New York, NY

Incoming Product Innovation Summer Analyst

June 2022 – August 2022

Pendo.io

Based in New York, NY

Sales Operations Intern

June 2021 – July 2021

- Managed Salesforce, Leandata, Docusign, etc. for international \$100M ARR sales team at Series F product analytics startup
- Conducted maintenance of SFDC Objects with finance, product, and sales development to streamline internal sales procedures
- Onboarded new hires through various third-party and remote tools and shadowed mentors regularly on deal desk execution

Recharge Capital

Based in New York, NY

Investment Research Intern

Aug 2020 – Dec 2020

- Oversaw diligence and wrote investment memos on startup investments for the stage-agnostic family office fund of \$4.5 billion
- Created competitive and industry research for incubating companies summarized through PowerPoint decks and market maps

Sharebite

Based in New York, NY

Restaurant Sales Intern, Team Lead

June 2020 – July 2020

- Closed 30+ full-cycle sales in national new market expansion initiative for Series A corporate food ordering platform in Salesforce
- Spearheaded coffee chat rotation program for interns to enhance company culture during adjustments to teleworking

LEADERSHIP & EXTRACURRICULAR ACTIVITIES

Strategic Venture Society

New York, NY

Startup Studio Lead

Sept 2020 – Present

- Create curriculum and Figma materials discussing components to the startup landscape, business functions, and venture financing
- Lead team of 10+ aspiring startup founders in exploring multiple industries and creating deliverables to develop ideas
- Facilitate individual pitch deck fulfillment and advisory, as well as a panel Q&A for each startup idea led by club Executive Board

Venture Team Analyst

Feb 2020 – May 2020

- Participated in an eight-part mentorship program centered on venture capital investments and rising startup industries
- Implemented Excel functions and technical metrics to quantify company growth and compare capital structure options

NYU Stern Undergraduate College, Office of Student Engagement

New York, NY

Orientation Leader & Leadership Teaching Assistant

Aug 2021 - Present

- Guide 60 first-year undergraduates through introductory programs, working closely with college administration and leadership
- Lead 30 first-year students through leadership training, community building, and introspective assessments such as Strengthsfinder

Stern Student Council

New York, NY

Freshman Cohort Director

Oct 2019 – May 2020

- Generated growth through Instagram Business tools to increase visibility and participation in council and class events
- Executed event for 60+ first-year students to develop engagement and community building in partnership with student government

Management Consulting Group

New York, NY

Core Consulting Committee Member

Feb 2020 – May 2020

- Performed analysis on subsectors, trends, and solutions to challenges of financial services and CPG/Retail industries
- Utilized Figma and G Suite to create research decks and presentation frameworks over remote collaborative workspace solutions

SKILLS & INTERESTS

Skills: Microsoft Office, Mandarin Chinese (Conversational), Figma, G Suite, Salesforce, Outreach, Zoominfo, Leandata, Notion

Interests: Venture Capital, History & Art Museums (European History), Travel (Amsterdam), Thrifting, 'Random article' on Wikipedia