

Anh (Mia) Le

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EDUCATION

Lehigh University

Bachelor of Science in Business and Economics

Major in Finance & Business Analytics and Minor in Data Science

Bethlehem, Pennsylvania

Expected Graduation May 2026

- GPA: 3.79, Dean's List August 2022 - May 2024
- Related Coursework: Investments, Corporate Finance Policy, Statistical Methods, Managerial Accounting, Financial Accounting, Intermediate Microeconomics Analysis, Data Science in Finance

PROFESSIONAL EXPERIENCE

Greater Lehigh Valley Realtors Project Manager | *Lehigh Consulting Group*

Jan 2025 - May 2025

- Lead a team of four to research the Greater Lehigh Valley real estate market and analyze trends, challenges, and opportunities
- Manage the team's efforts in analyzing key metrics and stakeholder needs to develop actionable strategies that improve operations, marketing, or member engagement within Greater Lehigh Valley Realtors

Colton Alexander Asset Management and Deal Sourcing Extern | *Extern*

July 2024 - September 2024

- Conducted in-depth analysis of two startup companies addressing real business problems with preventive and reactive climate change solutions, perform due diligence and present findings to support strategic investment decisions
- Performed financial analyses, including TAM, EBITDA, and ROI calculations, and built Excel models to estimate CAGR
- Selected as one of the Top 5 to deliver a compelling pitch presentation on 2 high-potential companies to Colton Alexander's executive board, facilitating further analysis and consideration by the investment team

Business Development Intern | *OMSutra | Lehigh Nasdaq Center*

January 2024 - May 2024

- Initiated communication with over 100 clients via email and phone calls to secure 5 potential customers interested in purchasing yoga products, with an estimated revenue of \$50,000
- Developed a social media timeline for LinkedIn, Instagram, and Facebook, with the goal of reaching over 1,000 accounts weekly and increasing engagement by 10%
- Analyzed user experience on the company website and provided actionable recommendations to enhance customer engagement and increase conversion rate to 3%

Micro Insurance Intern | *Fuse Pro*

July 2023 - August 2023

- Analyzed competitors and market demand to identify opportunities for product differentiation and partnerships in digital insurance
- Conducted research on trends to support the development of online ticket cancellation and phone screen protection insurance policies
- Developed flow charts depicting the workflow from the creation phase of a new insurance product to their launch, involving coordination among the business development, marketing, finance, legal, and customer service teams

PROJECT

The Hatchery Fellow | *Baker Institute for Entrepreneurship, Creativity & Innovation*

July 2024 - August 2024

- Collaborated with a team of four to ideate and prototype seaweed-based bioplastics, addressing plastic waste challenges
- Presented the project at Lehigh University's Campus Innovation Expo, winning \$100 for the innovative pitch presentation

LEADERSHIP

Vice President of Internal Affairs | *Southeast Asia at Lehigh*

May 2023 - Present

- Manage a subcommittee of six Seal Pups, mentoring them for future executive roles
- Coordinate traditional events and managed a semesterly budget of over \$5,000

Wall Street Financial Services Forum 2024 Participant

- Networked with investment banking professionals through panel discussions, networking events, and mentoring sessions

Goldman Sachs Virtual Insight Series 2024 Participant

- Engaged in sessions with senior professionals to learn about the firm's investment strategies, corporate culture, and career paths

Impact Finance Program Fellow | *Scholars of Finance*

April 2024

- Explored various career paths in the Impact Finance sector, specializing in areas such as Impact Investing, ESG, and Climate Finance
- Engaged with professionals and peers who are passionate about creating positive social and environmental change through finance
- Participated in speaker sessions with industry experts who shared their experiences and insights

Finance Chair | *Asian Business Community*

May 2023 - May 2024

- Created and managed budget of over \$500 for 10+ social and professional events during an academic year
- Coordinated an ice cream fundraiser with a Filipino restaurant, raising \$400 to promote local Asian businesses

TECHNICAL SKILLS

Skills: Microsoft Suite (Excel, Word, Outlook, Teams), R, Power BI, Python, Google Suite