

# NICOLAS YAN

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## Education

### HARVARD UNIVERSITY

Cambridge, MA

**A.B., magna cum laude with Highest Honors in Social Studies, GPA: 3.89/4.00**

May 2020

Committed 20+ hours per week to Harvard Men's Varsity Heavyweight Crew team.

**Awards:** Thomas T. Hoopes Prize (outstanding senior thesis), John Harvard Scholar (top 5% of junior class), Major "H" Varsity Letterwinner, 2018 Intercollegiate Rowing Association All-Academic Team

**Thesis:** "Just Work? Redistribution, Recognition, and the Future of Employment," advised by Professor Danielle Allen

### NATIONAL TAIWAN UNIVERSITY

Taipei, Taiwan

**International Chinese Language Program (ICLP)**

June 2020 – May 2021

Enrolled in year-long intensive language program conducted in a fully Mandarin-speaking environment.

## Professional Experience

### FEAST

San Francisco, CA (Remote)

**Business Development Intern**

July 2020 – September 2020

Intern at early-stage technology startup offering customers meal delivery options from local restaurants at a 40% discount to competitors' prices through a subscription-based model (backed by General Catalyst).

- Synthesized various marketing materials and strategic documents, conducted original research, and created a dynamic market-sizing model in Excel for Business Plan presented to investors.
- Worked directly with company's C.B.O. to analyze Crunchbase data and compile a competitor funding spreadsheet to inform future strategy and to assist in identifying potential investors to target.
- Wrote copy for website (clubfeast.com), including landing page, "About Us" page, and "F.A.Q.'s" to optimize for S.E.O. and increase customer conversion rate.

### iPAYED eBANK, N.A.

New York, NY

**Summer Intern**

June 2019 – August 2019

Summer intern at early-stage fintech startup aiming to provide financial services to the 40+ million unbanked and underbanked households in the United States.

- Drafted 58-page Business Plan to supplement the Bank's application to the Office of the Comptroller of the Currency (OCC) and the Federal Deposit Insurance Corporation (FDIC) for a national banking charter.
- Conducted in-depth market research and maintained a 20-tab financial model in Excel to forecast market opportunity, customer base, and potential competition.
- Presented portions of the Business Plan and addressed questions and concerns from government regulators during meetings with the OCC and the FDIC in Washington, D.C.

### COMMONWEALTH CORPORATION

Boston, MA

**CPIC-Mindich Summer Fellow**

June 2018 – August 2018

Summer fellowship at quasi-public agency chartered by state of Massachusetts to provide job training and other services to 30,000+ youth, unemployed, and underemployed persons each year.

- Co-authored the 48-page Final Report of Governor Charlie Baker's Commission on Digital Innovation and Lifelong Learning, *Toward a Massachusetts Ecosystem of Lifelong Learning*, leading to the award of a \$1.01 million grant to Commonwealth Corporation from the Strada Education Network.
- Composed ancillary writing pieces, including 3 white papers on prior learning assessment, competency-based learning, and soft skill development, in collaboration with the C.E.O. of Commonwealth Corporation.

### HARVARD COLLEGE WRITING CENTER

Cambridge, MA

**Writing Tutor**

August 2017 – May 2020

- Read, analyze, and provide on-the-spot structural and argumentative recommendations during hour-long conferences for 75+ papers across all disciplines each year, with average ~10 minute turnaround time.
- Tutor 2 Senior Thesis-writers each year by providing one-on-one assistance during weekly conferences.

### PHILLIPS BROOKS HOUSE ASSOCIATION SUMMER URBAN PROGRAM

Roxbury, MA

**Senior Counselor, Roxbury Youth Initiative**

June 2017 – August 2017

- Led a class of ten 6-year-old students in the Greater Boston Area for a 10-week community-based summer program targeted at under-resourced students.
- Facilitated classroom activities and field trips, managing and implementing a self-designed curriculum that integrated math, science, and reading while emphasizing emotional intelligence and social development.

**Languages:** English (native proficiency), Mandarin Chinese (limited working proficiency: HSK 6/TOCFL B2)

**Interests:** Running, cycling, thrift shopping, chess, crosswords, poker, and skiing

**Citizenship:** United States, New Zealand, and Taiwan