

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.

Professional Experience

FEAST

San Francisco, CA (Remote)

Business Development Intern

July 2020 – September 2020

Summer intern at early-stage technology startup offering customers meal delivery options from local restaurants at a 40% discount to competitors' prices through an efficient subscription-based model.

- Synthesized various marketing materials and strategic documents, conducted original research, and created a dynamic market-sizing model in Excel to draft official Business Plan to be presented to potential 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 help identify potential investors to target.
- Wrote copy for website (clubfeast.com), including landing page and "About Us" page, 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 Gov. Charlie Baker's Commission on Digital Innovation and Lifelong Learning, *Toward a Massachusetts Ecosystem of Lifelong Learning*, leading to the award of a \$1.014 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 CEO & President 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 academic 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 from greater Boston area for a 10-week community-based summer program.
- 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: TOCFL Band B/HSK Level 5)

Technical: Microsoft Office (PowerPoint, Word, Excel), R, RStudio, Tableau

Citizenship: United States, New Zealand, and Taiwan