

# ZEV NEWMAN

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## EDUCATION

**Colby College**, Waterville, ME

**Bachelor of Arts, May 2016**

*Major:* East Asian Studies (Chinese Concentration)

**GPA: 3.5**

*Minor:* Managerial Economics

*Honors:* Advanced Chinese Award (Senior Year)

## RELEVANT COURSEWORK

Corporate Finance, Financial Accounting, Managerial Economics, Macroeconomic Development, Statistics, Advanced Research in China, Business Chinese, Globalization in China, Chinese Philosophy

## STUDY ABROAD

**Shanghai University of Finance and Economics** (上海财经大学)

**Fall Semester, 2014**

Advanced Chinese III, International Business, Managing Enterprises in China

**GPA: 3.8**

## RELEVANT EXPERIENCES

**Coldwell Banker Commercial**, San Francisco, CA

**June 2016 – Present**

*Consultant (Licensed)*

- Designed mobile platform for new real estate initiative targeting Chinese buyers
- Collaborated with iStaging to create virtual tours of two boutique hotels in SF
- Provided comprehensive assistance to Chinese buyers throughout entire acquisition process
- Shadowed broker at Coldwell Banker to gain experience and exposure to industry
- Oversaw Juwai properties (translated property descriptions, curated web page, managed inquiries)

**Asia Society (Northern California Office)**, San Francisco, CA

**July 2015 – January 2016**

*Sustainability Marketing and Programs Intern*

- Provided research, outreach, and event and administrative support for the Sustainability Program
- Tracked and researched current developments in Asia and the US
- Worked directly with head of Sustainability team to write and edit reports
- Ran Asia Society's social media accounts (Twitter, Facebook, etc.)

**BorderX Lab**, Mountain View, CA

**June 2015 – September 2015**

*International Business Development Representative*

- Proactively facilitated US-China cross-border sales
- Generated 100 Salesforce leads in the apparel and cosmetic industries
- Notable merchant partnerships developed personally include Nordstrom and Lululemon

**Ming Innovator**, Shanghai, China

**September 2014 – December 2014**

*Marketing and Networking Intern*

- Designed and introduced marketing campaigns (in both English and Mandarin)
- Provided bi-lingual translation for company's mission statement and online media content
- Attended entrepreneurial networking events to promote Ming Innovator and create connections
- Evaluated start-ups working within Ming Innovator to assess the incubator's success rate

**World Journal Sports and Leadership Camp**, Palo Alto, CA

**May 2013 – August 2013**

- Designed engaging basketball activities for campers to promote leadership skills and teamwork
- Utilized Chinese fluency to translate materials and help improve campers' English proficiency
- Initiated partnerships with local sports teams (ex. SF Giants, Oakland A's, Golden State Warriors)

## EXTRACURRICULAR ACTIVITIES

**Wall Street Prep**

**Fall 2015**

- Financial Modeling "Boot Camp" that helps participants build a stronger foundation in Financial Statement Modeling, DCF, M&A, and Excel Modeling

**UCSF Entrepreneur Club (Eclub)**

**June 2013 – Present**

- UCSF community passionate about entrepreneurship and business

## SKILLS

Fluent in Chinese (Mandarin) | Salesforce Experience | Twitter Analytics | Facebook Insights | Basketball