

JOYCE ZHANG

JOYCEZHANG@ALUMNI.GSB.STANFORD.EDU • SAN FRANCISCO, CALIFORNIA • +1 (248) 252-9424

EDUCATION

Stanford University Graduate School of Business

Palo Alto, CA; 2013-2015

- Master of Business Administration (MBA)
- Courses in global business, management, operations optimization, scaling rapidly-growing companies, entrepreneurship

Princeton University Woodrow Wilson School of Public and International Affairs

Princeton, NJ; 2012-2015

- Master in Public Affairs (MPA) with a concentration in International Development Studies
- Courses in advanced economics, econometrics, data analytics, quantitative analysis, financial inclusion, public policy

Harvard University

Cambridge, MA; 2005-2009

- Bachelor's (BA) Joint Government and Economics with honors; Mind/Brain/Behavior minor; French language citation
- Class Marshal, 10th Reunion co-chair, former Harvard Alumni Association board member, and admissions interviewer
- SAT M 800/V 800/W 800; ACT 36; GRE: M 800, V 98th percentile, W 6.0/6.0

WORK EXPERIENCE

Alariss, CEO and Co-Founder

San Francisco, CA; 2017-Present

- Created one of the premiere global talent marketplaces, working with enterprise clients across Asia, Africa, and Middle East
- Coached, mentored, and placed multiple candidates in overseas positions, fostering cultural immersion and understanding

Human Interest, VP of Sales & Business Development

San Francisco, CA; 2015-2017

- First employee of B2B FinTech company backed by top Silicon Valley investors, including Y Combinator, SV Angel, Susa
- Grew company from zero to thousands of small business clients across the entire country while maintaining A+ BBB rating
- Formed business units—sales, account management, operations, marketing—and grew company to 30 employees
- Managed sales team that consistently achieved over 15% month-over-month revenue growth and hit or exceeded targets
- Established strategic partnerships with financial institutions, think tanks, technology companies, and other organizations

McKinsey & Company, Summer Associate

New York, NY; 2014

- Advised senior leaders of Fortune 500 Company on their most pressing challenges, including strategic planning and design
- Clients included large online e-commerce company and an institutional investor in pension funds; applications in FinTech

World Bank Group International Finance Corporation (IFC), Consultant

Nairobi, Kenya; 2013

- Published contributor for publication on East Africa Community (EAC) Common Market Protocol
- Organized regional stakeholders, including government and business representatives from the five EAC countries
- Project managed efforts across teams in different geographies, including Kenya, Uganda, Burundi, Tanzania, and Rwanda

Microsoft, Contractor

Singapore; 2012

- Reported directly to the Area Vice President of Microsoft Asia-Pacific who oversaw 12 countries in APAC
- Collaborated with local governments and education NGOs for Microsoft's Citizenship and Partners in Learning initiatives
- Formulated recommendations for new employee on-boarding and subsidiary expansion strategy across Asia Pacific

Groupon/Tencent China Joint Venture, Regional Manager

Beijing, China; 2011-2012

- Responsible for entering the new market of Western China with a total market size of 200 million consumers
- Managed 100+ employees across different functional departments, including sales, marketing, operations, and compliance
- Increased sales by 300% for region; first manager to achieve profitability and promoted twice during tenure
- Operated entirely in Chinese with local business leaders and staff while reporting to a multinational corporation

Federal Reserve Bank of New York (FRBNY), Analyst/Bank Examiner

New York, NY; summer 2008 & 2009-2011

- Stress-tested Systemically-Important Financial Institutions (SIFIs) for top priority system-wide initiative
- Assessed implications of financial regulatory reform proposed by Basel Committee on Banking Supervision and Dodd-Frank
- Monitored liquidity on-site of a major European bank during the beginning months of the European Sovereign Debt Crisis
- Created briefing book for one of President Tim Geithner's testimony before House Financial Committee