

Stephanie Wang

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Work Experience

Dropbox

San Francisco, CA

Online Revenue Operations Analytics

Mar 2014 - Present

- Profile inactive users for a cost-savings initiative, identifying areas for storage reduction and investigating the comprehensiveness and accuracy of user activity logging across all platforms.
- Implementation of post-sale engagement email campaigns, including writing production level code to automate campaigns, mentoring 2 DRPs, and managing processes for collecting and prioritizing requests.
- Dropbox Help Center redesign - worked with the team to establish a vision for the project by providing benchmark statistics and estimating the potential impact of features, defined key metrics for success, and ongoing tracking of overall performance and targeted experiments.
- Manage creation of materials and scheduling of analytics trainings for OReO.

Oliver Wyman

Boston, MA

Senior Consultant

Sept 2012 - Mar 2014

- Implemented a churn reduction strategy for a multinational telecommunications corporation. Work included identifying segments with high save potential, developing strategic offers, modeling potential financial impact of initiatives, and working with client teams to execute on campaigns.
- For a major U.S. airline, project managed over 8 initiatives in Inventory Management and Distribution, and built a disposition strategy and implementation timeline for minimizing excess and obsolete inventory.
- Collaborated on the execution of Oliver Wyman's first annual Maintenance, Repair, and Overhaul Benchmarking Study for the aviation industry, and oversaw the three-stage reviewing process of the final deliverables.
- Researched business models and strategic control points in global downstream oil and gas segments for a \$10 trillion oil and gas company.
- For a category-leading global retailer, developed a promotional forecasting algorithm in SQL.
- Worked with Network Strategy managers and senior executives to develop an asset management strategic framework for a multinational electricity and gas utility company.

Summer Consultant

June 2011 - Aug 2011

- For a major U.S. food retailer, maintained a sales forecast for over 3,000 stores and created metrics for analyzing forecast accuracy; designed client tools for interfacing with the forecast using Excel and SQL.

China Mobile, Shanghai

Shanghai, China

Corporate Customers Department Intern

June 2010 - Aug 2010

- Researched marketing methods to improve China Mobile's relations with medium and small business clients.

Education

Harvard University

A.B. in Physics with High Honors, Magna Cum Laude; Secondary in Psychology
GPA: 3.90/4.00, GMAT: 780 (Q:51, V:46, W:6)

Cambridge, MA

May 2012

Community and Workplace Contribution

Oliver Wyman Firm Contribution

Boston, MA

Friday Morning Meetings Emcee/Co-Lead

July 2013- Mar 2014

- Run the weekly Boston office Friday morning meetings, which showcase casework, highlight community service and social events, and present other information relevant to the office and its members.

Women of Oliver Wyman Communications Lead

June 2013 - Mar 2014

- Promote and help organize events for attracting, developing, and retaining talented women in the workplace.

Harvard College Consulting Group Mentor

Cambridge, MA

- Advise students and case teams in strategy, research, and client management.

Jan 2012 - Present

Skills and Activities

Computer: Python, SQL, C, Javascript, PHP; Adobe Photoshop, InDesign, Illustrator; Microsoft Excel, Powerpoint

Hobbies: Music (guitar, piano, ukulele), photography (darkroom, digital), graphite drawing, knitting, woodworking