

SHUO YANG

sy590@georgetown.edu ▪ (202) 384-0100 ▪ linkedin.com/in/shuoyang46

EDUCATION

GEORGETOWN UNIVERSITY, McDonough School of Business Master of Business Administration

Washington, DC
May 2020

- President, Greater China Business Association; Vice President of Alumni, Healthcare Business Alliance
- Georgetown Finance Club, Georgetown Consulting Club, Technology Club

CHINA PHARMACEUTICAL UNIVERSITY Bachelor of Economics, International Economics and Trade

Nanjing, China
June 2012

- Class Cadre; Outstanding Class Cadre Award; Third-Class Scholarship
- Varsity basketball team, CPU's Intercollegiate

EXPERIENCE

WORLD BANK GROUP

Washington, DC

Consulting Internship

Jan 2020 – present

- Developed a strategy that supports management investment objectives, and identifies countries and applications that would be suitable as a form of energy storage, as well as identifies market gaps and challenges.

JUUL LABS INC

San Francisco, CA

MBA Summer Experience – Finance & Accounting

June 2019 – August 2019

- Participated as a member of the global finance team in improving JUUL's global finance processes, identifying factors that drive the company's margin and defining their linkage to outcome metrics, and working with leaders across the commercial organization to manage bottoms-up budgets and forecasting.
- Supported global finance process strategy team to gather information from stakeholders and to identify milestones, activities, and prepared B2B, D2R, and B2C processes (As is), and Order to Cash policies' drafts for B2B, D2R, and B2C processes.

SINOCHEM PHARMACEUTICAL CO., LTD, SINOCHEM GROUP

Nanjing, China

Sales Manager in Bulk Chemicals & Intermediates Department

July 2016 – June 2018

- Led a sales team and managed relationships with global clients, including LANXESS, BASF, Dr. Reddy, Mitsubishi, Sandoz, and Teva; focused on growing partnerships, discovering unmet customer needs, and providing clients' global shared service centers with timely tailored solutions; achieved an average 10% increase in customer satisfaction scores.
- Led a project finance team to partner with Korean clients to develop an optical resin manufacturing facility; provided absolute and relative valuations, purchase agreement, claw-back agreement, escrow fund, and cash deficiency agreement for stakeholders.
- Managed 3000+ transactions/year of the department; performed liquidity management, payments management, and account receivable management and provided sales reports and BI reports to management every month.

Sales Manager in Fine Chemical Department

June 2014 – July 2016

- Won exclusive rights to sell pharmaceutical derivatives with a Chinese agrochemical company in the Indian market by adopting innovative and sustainable product development strategy to maximize the value of wastewater; achieved 44 million dollars in sales by developing 20+ new customers.
- Collaborated with industry experts and advisory teams to develop and launch a project for electric-vehicle battery; provided project support for the company in building a plant of anode materials for lithium batteries in China.

Sales Representative in Pharmaceutical Intermediate Department

June 2013 – June 2014

- Expanded Indian market share by 8% for generic drug intermediates and increased sales by 35% through performing simulation analysis, ad hoc analysis, and raw material inventory management.

Manager Assistant in Pharmaceutical Intermediate Department

June 2012 – June 2013

- Provided regression analysis, sensitivity analysis, and project finance valuations for the sales team; performed HPLC, GC, UV, IR analysis for R&D Center.

DISTINCTIONS

- Achievement:** CFA Level III Candidate, FMVA, American Express case competition final list
- Global Mindset:** English (fluent), Mandarin (native); travel to 10+ countries for work, study and leisure
- Skills:** Acumatica, Advanced Excel, Bloomberg Market Concept, IBM Blueworks Live, Lucidchart, Minitab, SQL, R, SAP, SPSS, Tableau, VBA, Visio, HTML, CSS, Javascript, Python.