**Yilin Wang**

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**EDUCATION**

**Robert H. Smith School of Business, University of Maryland**, College Park, MD December 2017

**Master of Science in Information System** GMAT: 710 GPA: 3.32/4.00

**Indiana University, Kelley School of Business**, Bloomington, IN 2015

**Bachelor of Science in Business**, Major: Finance & Technology Management

**PROFESSIONAL EXPERIENCE**

**BACS Stores INC.,** Houston, TX 2015 – 2016

Assistant Manager

* Created company’s O2O business process and online platform by working with three others, allocated labor resources, capital and time efficiently, built up customers’ database, and contacted with 12 local businesses
* Analyzed customers’ consumption habit, basing on more than 2,000 customers’ record and customers’ information collected from another similar business, and designed marketing strategy and optimize online platform
* Achieved more than $28.2k cash inflow and more than 500 new registered users within two months since online platform went public
* Operated a new restaurant, including inventory management, standard processes in kitchen, and managed five part-time and two full-time employees

**We Car Auto Group**, Boston, MA 2014 – 2015

Sales Agent

* Analyzed all information, including auto’s characteristic, customers’ request and budget, company’s advantages, and competitors, advised optimized options to customers, and achieved selling three cars per month on average
* Compared the auto price to the market price, and updated information of autos daily, including price, stock and status, classified more than 400 customers’ information for future business
* Contributed to gathering information from more than nine university with other agents, and provided adjusted price

**The Gresham Cafeteria**, Bloomington, IN 2014 – 2015

Part-time Employee

* Collaborated with other 12 part-time students workers efficiently, especially during peak dining hours, and providing trainings for newly-hired part-time students
* Supervised the cafeteria to ensure smooth work process, efficient food inventory and pleasant dining area serving over 225 students during a shift
* Maintained effective communication among three managers and six supervisors to optimize work efficiency

**China Everbright Bank**, Heilongjiang, China 2013

Investment Consultant

* Studied with financial products in previous six months, categorized 30 financial products back to documentation
* Presented three newest financial products to over 100 customers, recommended appropriate option to customers depending on investment amount, risk tolerance, and period

**LEADERSHIP EXPERIENCE**

**X-Power Dancing Association** – Indiana University 2012 – 2013

Vice President of Marketing

* Organized two call-out meetings, recruited more than 25 new students, and increased total members to 50
* Designed and distributed more than five posters with two associates across IU campus to promote the association, public shows and performance
* Prepared more than three holiday parties partnered with Kappa Gamma Delta (KGD), D-Force dancing association, and IUCSSA, and hosted more than 200 students through all activities

**ADDITIONAL INFORMATION**

Photoshop | Tableau | Excel | SQL | Python | Mandarin