**YUYING ZHANG**

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**EDUCATION**

**University of Virginia** | Charlottesville, VA Dec 2020

Bachelor of Arts, Double Majors in Computer Science and Economics

*Honors:* Dee Family Global Scholarship, Chinese National Scholarship, DE Shaw Nexus Fellow (60 out of 2000)

*Relevant Courses:* MBA Competitive Strategy, PhD Cloud Computing, Artificial Intelligence, Market & Investment

*Activities:* Jefferson Literary & Debate Society, Alternative Investment Fund, Honor Committee

**INTERNSHIP EXPERIENCE**

**Beacon Consulting Fellowship,** *Sponsored by University of Virginia* **|***Consultant* May2020 – Aug 2020

* Selected to be the only one (out of all economic students) in this fellowship collaborated by Beacon and UVA, engaged in the below three consulting cases;

Data Analytics Transformation Implementation for a Sales and Marketing business

* Developed a comprehensive digital innovation strategy to help a startup client to perform revenue operations consulting business using big data and master the ongoing hurdles to optimize the services solution
* Used Python to web scrape all sales software data (i.e. from Quickbook, Facebook, Salesforce) and designed the data visualization to diagnose efficiency problems and generate profits
* Led the digital innovation project to apply such processes in the target company; arranged training session to mentor all employees to embed the processes at the BAU
* Developed software package from scratch in 3 months managing a team of 5 engineers

Sustainable Tourism Strategies Development for an Emerging Country (Costa Rica)

* Completed a 20-page business report to implement ESG-related factor into client operating model, i.e green energy in local hotels, recycling plan and Smart Grid to minimize production cost and increase productivity sales

Launch of Racial Equity initiative for Children’s National Hospital

* Proposed 7 policy pillars to address access problem to improve racial equity via physician interview, case study; suggested an initiative impacting 230K patients in DC, VA, MD serving communities

**Hitachi Vantara** (now subsidiary of Hitachi)| Herndon, VA| *Cloud Engineer*  May 2019 – Aug 2019

* Directly reported to CEO and co-Founder of a $50Mn startup Cloud company; enhanced a legacy compliance requirement within cybersecurity to capture all key risks (i.e record retention, data leakage, customer disclosure)
* Designed, implemented and deployed a chatbot system with natural language and document FAQs capability to answer any sales prospects who has compliance inquiries and questions

**Boston Consulting Group** | Seoul, Korea & Beijing, China| *Project Assistant*  May 2018 – Dec 2018

* Proposed an electronic mobile money service for Southeast Asia market entry for the largest Korean bank, resulted in $100Mn transaction in Aug 2020 for KB Financial Group to acquire Bukopin Indonesia Bank
* Researched 5 acquisition targets for gene sequencing companies and built financial modeling for valuation
* Analyzed market events focusing on key indicators for Medical Town and Electronics Industrial Park development plan

**PROJECTS & LEADERSHIP**

[**UVA Women Entrepreneurship**](https://www.uvawe.com/)| *Co-founder*- The only undergraduate startup club at UVA Jan 2020 – Present

* Create club to increase women in startups from 10% to 25% through training and financing & value creation accelerators
* Operate FitKinect, a startup solving fitness equity in community as Vice President of Engineering and Marketing
* Mentor members and serve drop-in hour clients on career development, campus resources, talent sourcing

**MIT-UVA Science Policy Internship Program** | *Fellowship Recipient* - One of 20 selected Jan 2019 – Present

* Network with key figures from the Supreme Court, NIH, OSTP, NSF and World Bank through in-person visits
* Built Top Five google search website from 150 GB North Carolina Government data on “[Mobility Data for Evacuation”](https://drive.google.com/file/d/1YXjiNjWxgWW2_LUPrdLUSEgTK7vKxcER/view?usp=sharing)
* Presented to St. Kitts and Nevis national director on memo “[Braving The Storm: Disaster Management in Nevis”](https://drive.google.com/file/d/1JG0GpZOG6hoQGy7gxVM_qPzjDxfL7WFn/view?usp=sharing)

**Commerce Bureau of Shenzhen** | *US Representative* - Contact for China’s first special economic zone Aug 2017 – Present

* Collaborated with team of 4 to set up a $5Mn fund for a Series B startup (thesis: technology barrier & unique use cases)
* Advised company management on overseas investor relations, customer acquisition and brand image
* Founded Bougainvillea Care Center for Special Needs Children, supported the learning of 120 children every weekend

**SKILLS & INTERESTS**

**Technicals**: Cloud Computing with AWS, Azure; Data Analysis with Python, Excel; JavaScript, HTML, Java(1yr), VBA, R

**Interests**: Rock Climbing and Martial Arts, Westworld and Black Mirror, Hong Kong food culture