**YUYING ZHANG**

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**EDUCATION**

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

Bachelor of Arts, Double Majors in Computer Science and Economics (GPA: 3.84/4.0)

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

*Relevant Courses:* Financial Accounting, Money & Banking, Market & Investment, Sustainable Finance, Public Speaking

*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

* Advised a marketing technology startup on the launch of a new B2B analytics product that improved lead generations by 30%; worked with the CEO as product manager from inception through implementation
* Oversaw a team of six engineers daily as they translated business requirements from the C-Suite into a revenue-generating product; led a workshop for the 25+ employees to introduce the new product

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

* Collaborated with UVA professors to produce a white paper outlining the environmental, societal, and economic benefits a corporate ESG transformation has on the surrounding community
* Led research of a $25M Latin hospitality group that successfully completed an ESG transformation; interviewed C-suite executives and built economic model outlining the $100M in community investment

Launch of Racial Equity initiative for Children’s National Hospital

* Advised a DC area healthcare system through an evaluation of its customer profiles; leadership wanted to understand which demographics they served and ensure that there was no inadvertent discrimination
* Analyzed operational data via Python and identified pain points within the client’s processes that limited access for minority communities; our analysis reduced the rate of minority readmission from 50% to 20%

**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

* Founded club to increase female 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, VBA, R

**International Experience**: Mandarin and Cantonese native speaker; exchanged in Korea, Spain, Carribean

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