

# Yufei ZHOU

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## EDUCATION

### Bachelor of Science, Information Systems

Ohio State University

GPA: 3.36/4.0

GRE: 327 (V159 + Q168)

Anticipated: June 2020

Columbus, Ohio, USA

## WORK EXPERIENCE

### Assistant for Consultant

June – July 2019

#### Accenture

Shanghai, China

- Worked in the Strategy Management Department and conducted a research on the toothpaste market in China
- Collected and analyzed the market share data classified by the toothpaste brands, distribution channels, quality grades and other factors
- Predicted the future trend of the toothpaste market in China
- Generated the comparison charts and finished a research report

### Sales Intern

June – July 2018

#### LOHAS Decoration Co. Ltd. Headquarter

Qingdao, Shandong, China

- Showed the furniture exhibited in store and the decoration service offered by LOHAS
- Managed the clients to sign the contract and successfully signed a contract of 140,000 RMB
- Maintained and improved relationships with the clients and mapped potential clients
- Led the team to ensure the sales targets were realistic and to achieve the targets by devising necessary strategies
- Renovated the operation scheme from "Factory-to-Customer" (F2C) to "Customer-to-Manufacturer" (C2M)
- Promoted the LOHAS brand national wide and now the company has nearly 100 branches in 20+ cities

## RESEARCH EXPERIENCE

### Researcher

#### Amazon's Ethical Dilemma with Alexa

Fall 2018

#### Ohio State University

Columbus, Ohio, USA

- Researched the Alexa case in a group of four members and gave a presentation at the end
- Evaluated the barriers to an ethical organization such as motivated & indirect blindness, the slippery slope, etc.
- Applied the Paine Ethical Framework in this case to identify the relevant ethical standards and the features of maintaining objectivity

### Researcher

#### Externalities of Bike Sharing Industry in China

Spring 2018

#### Ohio State University

Columbus, Ohio, USA

- Analyzed both the positive and negative externalities of bike sharing industry in China, including emission reduction, energy conservation, traffic accident, occupancy of public space, etc.
- Studied the economic phenomenon "tragedy of the commons" and found out feasible solutions

### Researcher

#### Innovation of the Rural Finance in Shanxi Province

July 2016

#### Lvliang Village

Lvliang, Shanxi, China

- Studied on the microfinance situation of the rural areas in Shanxi Province, China
- Facilitated the cooperation between local carpenters and urban enterprises in order to increase their income

## AWARD & CERTIFICATE

Dean's List for Undergraduate Study

2017 – 2019

ACE Personal Trainer Certificate

August 2019

2<sup>nd</sup> Prize of the OSU CSSA Basketball Competition

April 2019

National Profession Qualification Certificate for Fitness Instructor

June 2018

## SKILL

### Computer

Java, SQL, MatLab, Cobol, Microsoft Office