

Jie Zhao

109 Low Memorial Library, MC 4306, 535 West 116th Street, New York
Cell: 86-15651035123 Email: jiezha074@outlook.com

EDUCATION

Graduate School of Arts and Sciences, Columbia University, New York, USA Sep 2018- Present
Master of Arts, Major in Economics

Business School, Nanjing University, Nanjing, China Sep 2014- Jul 2018
Bachelor of Management, Major in Accounting
GPA: 4.47/5.00

Scholarships & Awards:

Outstanding Student Leader, Nanjing University (Top 1% in school)	Nov 2017
Zhongli International Scholarship (Top 1% in department)	Oct 2017
People's Scholarship (Academic merit-based scholarship)	Dec 2016
Second Prize, Yinxing Thesis Contest, Nanjing University (Top 5% in participants)	May 2016
Outstanding Student Award, Nanjing University (Top 5% in school)	Nov 2015

WORK EXPERIENCE

Shenwan Hongyuan Securities Research, Shanghai, China Mar 2018- Apr 2018
Research Assistant Intern

- Conducted research on certain sectors in light industry, such as paper making and household sundries. Analyzed the profit-driving factors, investment preference, industry trend and market circumstances.
- Collected and analyzed economic and financial data of four leading companies in flooring industry; Wrote a research report of company comparison for more than five thousand word.

Citibank, Beijing, China Jul 2017- Sep 2017
Team Leader, Young Talent Program

- Conducted economic research and analysis on industries such as technology industry; identified industry and region-specific loan portfolio growth.
- Created a loan portfolio assessment tool to assess the impact of specific industry risks on the loan portfolios.
- Conducted research on evaluating loan feasibility analysis for a leading technology company in China.

SmithStreet Solutions, Shanghai, China Dec 2016- Mar 2017
Part-time Assistant

- Led an intern team to conduct customer segmentation analysis, customer profitability analysis, product profitability analysis, and pricing waterfall analysis. redesigned pricing matrix, identified profitability leakages, proposed pricing opportunities to improve bottom line.
- Analyzed the market size, prospects and development barriers. Conducted market research about medical technology, popularity of medical equipment and morbidity of certain diseases. Collected and analyzed the macroeconomic data of medical industry by CEIC, CCER and WIND.

EXCURRICULAR EXPERIENCE

Business School, Nanjing University, China Sep 2016- Jul 2018
Student Leader

- Managed class presidents of all departments in Business school, Nanjing University. Organized students' activities, such as student conferences, fund-raising events, exchange activities. Designed and implemented innovative measures to improve satisfaction rate of student activities by 35%.
- Developed Practice Learning Projects Program, which provides B-school students opportunities to apply knowledge to solve real business problems and learn through action.

Overseas Department and Communication Association, Nanjing University, China Sep 2016- Jul 2018
Vice President, Organization Department

- Established core team, recruited team members, and designed activities to improve teamwork. Established overseas alumni network and initiated mentor program.
- Planned and implemented culture exchange activities to encourage cultural communication, organized 100+ students in mainland China, US, UK, Germany, and Italy to participate in activities.

Student Union, Nanjing University, China Sep 2015- Jun 2016
Vice President, Public Relations Department

- Designed and implemented public relation events for student union. Organized marketing campaigns, increased awareness, and tripled new members in six months.
- Developed and organized nonprofit activities such as volunteer teaching, overseas charity program, fund-raising events, and environmental protection projects.

ADDITIONAL

- Proficient in C, C++, JAVA, Eviews, Matlab, R, SPSS, STATA, iWork, Photoshop, iMovie
- Hobbies: Violin, Latin Dance, Planner, Swimming, Photography, Traveling, Movies
- Active volunteer organizer in GAPPER Global Volunteer, Indonesia, EY·The Light Run & Run to Give, Enactus·The Color Run & Run to Give, Poverty Region Tutor Program, Freshman Consultation