

Firstname Lastname

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EDUCATION

Johns Hopkins Carey Business School Baltimore, MD
Global MBA Candidate, GMAT: 99th percentile (760, V: 46, Q: 49), GPA: 3.8 MMM YYYY

Undergraduate University City, State
B.A. in Major, GPA: 3.71, Magna Cum Laude MMM YYYY

PROFESSIONAL EXPERIENCE

COMPANY City, State
MBA Intern – Internal Strategy Consultant MMM/YYYY - MMM /YYYY

- Worked directly with C-Suite on internal strategy consulting project to accelerate growth of a company division
- Developed project scope, conducted qualitative and quantitative analysis, presented weekly updates, and developed implementation plan; identified recommendations representing potential 8.8% increase in revenue, 8.3% increase in gross margin, and a net positive impact on cash flow return on invested capital (CFROIC)
- Analyzed Oracle data using regression analysis, allowing company to better understand projected trend of a fundamental business driver and identify \$3.5 million in new business opportunities

COMPANY City, State
Ongoing Responsibilities Across Positions MMM/YYYY - MMM/YYYY

- Managed relationships with 84 business clients across 10 industries and 24 countries
- Co-led cross-functional teams (finance, communications, strategy) to help clients develop corporate growth strategy

Senior Program Associate

- Designed, oversaw, and evaluated business mentoring program that paired 170 corporate executive volunteers with clients across 6 countries; delivered program on time and within budget
- Managed corporate partnerships, valued at approximately \$535,000, including CompanyA and CompanyB
- Led data analysis project in Stata to develop benchmarks for new initiative, using data from 107,000+ businesses

Program Associate

- Recruited, onboarded, and supervised 32 staff in groups of two to eight
- Led internal technology platform change initiative, reducing monthly management process workload by 90%

COMMUNITY LEADERSHIP

CAREY STUDENT ORGANIZATION, Director MMM/YYYY - Present

- Worked with senior stakeholders across the school to raise more than \$15,000 in external funding, secure speakers, and execute conference and case competition, one of the largest student-run events at school

ADDITIONAL CONSULTING PROJECTS

COMPANY City, Country
Student Project – Technology Transfer Office MMM/YYYY - MMM/YYYY

- Conducted Go-to-Market research for new patented technology, including market sizing, patent landscape analysis, pricing analysis, and financial model projections

COMPANY City, Country
Student Project – Network of 25 Schools Serving Low-Income Communities MMM/YYYY - MMM/YYYY

- Conducted primary research interviews with 150+ stakeholders to identify positioning within competitive landscape
- Coded and analyzed enrollment data, enabling schools to move to differentiated marketing campaign for first time

ADDITIONAL QUALIFICATIONS

Languages: English (native), Spanish (fluent), Chinese (beginner)

Travel: 18 countries across 5 continents

Technical expertise: Microsoft Office, C++, Java, CSS, HTML, Stata, Salesforce, Crystal Ball