

Firstname Lastname

Phone • Email • LinkedIn Customized URL

EDUCATION

Johns Hopkins Carey Business School

Baltimore, MD

Master of Business Administration: Analytics, Innovation, and Leadership

Expected May 2021

GMAT: 99th percentile (760, V: 46, Q: 49); GPA: 3.8

Highlighted Courses: Global Strategy, Competitive Intelligence, Strategic Human Intelligence

Name of Undergraduate Institution

Location

Degree Granted, Major and Minor

MMM-YYYY

Honors: GPA: 3.71, Magna Cum Laude

EXPERIENCE

Organization Name

Washington, DC

MBA Intern – Internal Strategy Consultant

Jun 2020-Aug 2020

- Worked directly with C-Suite on internal strategy consulting project to accelerate growth of 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 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 fundamental business driver and identify \$3.5 million in new business opportunities

Organization Name

Location

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

MMM YYYY-MMM YYYY

- 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

MMM YYYY-MMM YYYY

- 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

Organization Name

Location

Leadership Role

MMM YYYY-MMM YYYY

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

ADDITIONAL CONSULTING PROJECTS

Johns Hopkins University

Location

Technology Transfer Office Student Project

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

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