

Emily Zhao

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EDUCATION

University of California, Los Angeles (UCLA)

Los Angeles, CA

B.A. in Economics and B.S. in Cognitive Science, Specialization in Computing

Expected June 2026

- **Academics & Honors:** 3.9/4.0, Dean's Honor List, William F. Sharpe Fellow (Consulting Cohort)
- **Activities:** MoneyThink – Finance Committee, UCLA Figure Skating, Jogging Club, AdTeam, Daily Bruin, Consult Your Community
- **Relevant Coursework:** Econometrics, Intermediate Programming (C++), Perception & Learning Tech, Law, Language, & Politics

PROFESSIONAL EXPERIENCE

UCLA Anderson School of Management

Los Angeles, CA

Research Assistant

August 2024 – Present

- Researched how competitive dynamics in the pharmaceutical industry influence firms' selective withholding of product information
- Streamlined analysis of publicly reported clinical trial data and competitor priority review drug approvals by utilizing Stata and R
- Conducted literature analysis on over 50+ information disclosure policies and 25+ academic papers on drug development incentives

Tilley Distribution

Norwood, NJ

Operations & Supply Chain Intern

June 2024 – September 2024

- Adjusted the optimal supply stock to for 1000+ items based upon lead time and demand forecasts, leading to savings of ~\$5M
- Conducted 4PL analysis for optimizing Tilley's 8 global warehouses and determined the optimal location for a warehouse expansion
- Balanced supply and demand with intercompany locations by inventory analysis, leading to a \$2M increase in committed inventory

East Hanover First Aid Squad

East Hanover, NJ

Emergency Medical Technician

March 2022 – August 2023

- Delivered immediate aid for medical emergency by treating and transporting 100+ patients on overnight shifts from 6pm to 6am
- Provided critical intervention such as CPR and medication administration for emergencies like stroke, hypoglycemia, and heart failure
- Honored as 1 of 15 recipients of the 200 Club of Morris scholarship awarded to outstanding first-responders in Northern New Jersey

Gao Lab, Montclair State University

Montclair, NJ

Biochemistry Intern

September 2022 – August 2023

- Investigated the identification of potential serum biomarkers for cancer and its molecular mechanisms with biomimetic reagents
- Analyzed mass spectrometry data utilizing Microsoft Excel to analyze the free radical and acid-base chemistry of glycan structure
- Applied differential proteome analysis and organic chemistry techniques to synthesize organic molecules and study protein function

EXTRACURRICULAR ACTIVITIES

Consult Your Community at UCLA – Health

Los Angeles, CA

Interval Vice President, Project Manager, Advisor, Senior Consultant

October 2023 – Present

- Presented to CEO and main stakeholders of a fitness social media application on a creator acquisition strategy for their product launch
- Led a team of 4 as the primary point of contact between the CEO and consultants, defining the project scope, timeline, and goals
- Proposed solutions for adjusting the pricing model for greater revenue, leading to a 30% increase in user acquisition in 2 months

The Daily Bruin

Los Angeles, CA

Science & Health News Writer

January 2024– Present

- Interviewed 20+ students, faculty, and staff, conducting research to write articles for UCLA's independent, student run newspaper
- Investigated health equity, policy, and science research and its impact on the student body and the surrounding Los Angeles area
- Published an article investigating how racial disparities affect pediatric mental healthcare and the need for community-based solutions

Bruin Advertising and Marketing Team

Los Angeles, CA

Account Supervisor (President), Strategy Director

October 2023 – Present

- Transformed strategy approach, resulting in the program's 1st district title at the National Student Advertising Competition in 6 years
- Led a team of 7 in market research, focus groups for 100 participants, sentiment analysis, and surveys to develop campaign objectives
- Collaborated with Media, Creative, and Design Directors to ensure our 26 executions across 9 channels highlighted strategy insights

ATHLETIC ACHIEVEMENT

Team USA Synchronized Figure Skating

March 2020 – March 2022

- Won the silver medal at the 2022 World Junior Synchronized Skating Championships, the highest ever result in US history

US Figure Skating Triple Gold Medalist

- Reached the highest level in 3 disciplines of figure skating (Freestyle, Moves in the Field, Solo Free Dance), < 0.001% of members

ADDITIONAL

- **Skills:** Mandarin (Fluent), Spanish, National Registered EMT, User Research, Project Management, Marketing Strategy, Newswriting
- **Technical Skills:** C++, Python, R, Java, MATLAB, AutoCAD, Microsoft Office 365 (Excel, PowerPoint), Tableau, Google Analytics
- **Interests:** Goodreads, Baking carrot cake, Aristotle's take on friendship, Half marathons, Formula 1, MBTI, 99% Invisible podcast