

# LINGMAO ZHOU

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## EDUCATION

### THE WHARTON SCHOOL, UNIVERSITY OF PENNSYLVANIA

Philadelphia, PA

*Master of Business Administration Candidate; Major in Business Analytics and Entrepreneurship*

2024

- Member of Wharton Women in Business, Entrepreneurship Club, Tech Club, Private Equity & Venture Capital Club

### WELLESLEY COLLEGE

Wellesley, MA

*Bachelor of Arts in Economics and Mathematics, Cum Laude*

2018

- Economic Student Association President, Equestrian Team Captain, Economics Department Teaching Assistant, Tanner Conference Presenter, Child Study Center Teacher

## EXPERIENCE

### ACCENTURE STRATEGY

New York, NY

**Strategy Consultant with Distinctive Achievement (Top 5%)**

2021-2022

- Created a comprehensive skilled nursing facility growth plan with improved sales tactics, attrition planning, and targeted expansion of facility offerings based on analysis of 30,000+ patients "Not Taken Under Care," resulting in a 10% increase of total patients at a healthcare provider
- Identified and assessed 20 digital health acquisition targets for an international telecom company
- Served as New York Talent Council Learning Series Lead, Accenture Ventures Research Lead, Healthcare 2030 NY Community Chair, Wellesley Recruitment Lead, and Analyst & Intern Mentor

### Senior Strategy Analyst

2020-2021

- Served as manager to new client role created to monitor \$2M+ in revenue and built three Tableau dashboards to track unpaid medical cases, resulting in tens of thousands of dollars paid in four-month period at a large healthcare provider
- Led a current-state market assessment, managed business plan creation, and forecasted five-year market launch plan to support client expansion into behavioral health services at a large insurance company

### Strategy Analyst

2019-2020

- Developed a \$17M IT spend assessment and evaluated current-state capabilities to optimize technology costs in preparation for cloud migration at a large financial services firm
- Analyzed current-state change management processes to capture up to \$2M in spend and to facilitate development of the business case, spend assessment, and process flow diagrams at a large asset management firm

### PROJECT BY PROJECT | NEW YORK CHAPTER

New York, NY

**Volunteer: Director of Fundraising, Director of Outreach**

2020-2022

- Led four fundraising campaigns totaling \$20,000+ to benefit ThinkChinatown and fund educational events around Asian American history in the US, bystander and personal self-defense training, and #StopAsianHate initiatives
- Managed two CASES projects, a 12-week pro-bono consulting initiative, with non-profit partners to an estimated total impact of \$60,000 through implementation of comprehensive social media plans

### AETNA HEALTH INSURANCE

Walnut Creek, CA

**Medical Economics Intern**

2018

- Reviewed contractual language to determine billing rate changes and pre-audit reviews, resulting in hundreds of thousands of dollars in savings from rate increases
- Created Excel pricing tool to model usage of procedure codes and billing patterns by providers

## ADDITIONAL INFORMATION

- Language: Mandarin and Shanghainese (Fluent), Spanish (Intermediate)
- Technical: Tableau, Stata, R, Microsoft Office Suite (Power BI, Excel, PowerPoint), Java, Python
- Interests: Horseback Riding, Traveling, Pet Fostering, Running, Piano, Reading, Podcasts