

Qi (Winston) Wang

+86 139 0271 3245 | upennqiwang@163.com | Guangzhou China

EDUCATION

University of Pennsylvania (Ivy)

Master of Public Administration

GPA: NA/4.0

Philadelphia, USA

Aug. 2023 - Jun. 2024

Kean University (Top 5 Public Univ in NJ)

B.A. in English (Global Settings)

GPA: 3.79/4.0

Union, USA

Sep. 2019 - Jun. 2023

INTERNSHIP EXPERIENCE

Deloitte

Consulting Intern - Digital Team

Shanghai, China

May. 2023 - Jul. 2023

- **Product Analysis:** Participated in multinational electronics' digital transformation project, researching CRM products, analyzing and comparing 4 products across 7 dimensions, delivered 60+ recommendations for improved system construction
- **Product Testing:** Tested conference management platform for a leading pharmaceutical company, executed 200+ test cases based on the configuration guidelines, ensuring system functionality, user interface, data integrity, and performance
- **Improved Testing:** Enhanced testing by streamlining test case documentation and automating repetitive tasks, led regular meetings with team members and clients, ensuring timely updates and risk identification, contributed to system quality and efficiency improvement by reporting over 150 errors

Bain & Company

Project Intern - Consumer Team

Shanghai, China

Mar. 2023 - May. 2023

- **Desk Research:** Conducted store visits for a world-leading beer manufacturer, analyzed channel strategies and brand presence over two years, identified challenges and opportunities, and provided market insights and investment value
- **Questionnaire Design:** Detected store locations based on the distribution of beer producers, established survey framework, and provided 20+ valuable information sources categorized by brand, type, quantity, price, promotion, and shelf share

Roland Berger

Consulting Intern - News Team

Shanghai, China

Jan. 2023 - Mar. 2023

- **Desk Research:** Researched for a strategic consulting project with a world-leading new energy vehicle company, provided 30+ high-quality information data sources, categorized and structured based on investment scale, equity structure, and competition landscape
- **Industry Analysis:** Analyzed policies and industries to create an overview and development trend of the new energy industry, built an analysis model covering scale, growth rate, competition intensity, and industry relevance; Assisted strategy consultants in producing PPT and in-depth reports for target companies, provided clients with valuable industry insights

Ipsos (China)

Research Assistant Intern - Tech Team

Shanghai, China

Aug. 2022 - Jan. 2023

- **Desk Research:** Examined in-depth research on diplomatic policies, technology industries, and political dynamics of Southeast Asian countries for a strategic consulting project with a leading communications infrastructure provider, produced over 50 weekly policy analysis reports to fulfill the client's market intelligence research and consumer insight needs
- **Policy Analysis:** Explored Southeast Asian countries' industrial development trends and diplomatic dynamics by tracking hot events and using a text database, evaluated the dynamic impact of US-China relations on the region's development and provided policy recommendations to help companies avoid geopolitical risks
- **Data Analysis:** Assessed quantitative market analysis and monitoring for a project, including industry competition, trends, user characteristics, and competitor analysis, assisted the research team in producing various research reports

EXTRACURRICULAR ACTIVITIES

11th United Nations University Scholars Leadership Symposium

Young Leaders

Bangkok, Thailand

Jul. 2023 - Aug. 2023

- **Emerging Leadership:** Attended workshops on topics such as green jobs, gender equality, and disaster risk reduction, engaged with emerging leaders from over 100 UN Member States to develop solutions for pressing social issues, including poverty and climate change
- **Community outreach:** Contributed over 8 hours to Kindness Day, coordinated with fellow UN volunteers to plan and execute community outreach events, raising awareness about UNSDGs and inspiring action among local residents

ADDITIONAL

- **Language proficiency:** Fluent in English with excellent scores in TOEFL (106/120) and GRE (333/340)
- **Software skills:** Experienced in using Access, SPSS, R, Thinkcell, MS Office Set and PPT

王奇

+86 139 0271 3245 | upennqiwang@163.com | 中国广州



教育背景

宾夕法尼亚大学(美国常青藤大学)

公共管理, 硕士

GPA: NA/4.0

美国, 费城

2023.08 - 2024.06

- 核心课程: 文理学院—政府政策、数据分析、R 语言; 沃顿商学院—战略管理、运营管理、全球领导力与实践
- 海外荣誉: 宾夕法尼亚大学贵格创业投资俱乐部荣誉成员、宾夕法尼亚大学文理学院优秀学生代表

温州肯恩大学&美国肯恩大学(Top3 中美合办大学)

英语(国际应用方向), 学士

GPA: 3.79/4.0 (Top5%)

美国, 中国

2019.09 - 2023.06

- 辅修: 政治科学、科技哲学
- 核心课程: 战略传播(A)、政府政策学(A)、英文写作(A)、微观经济学(A)、商业传播学(A)、SPSS 数据分析(A)
- 海外荣誉: 优秀毕业生、最优等学业成绩荣誉(Summa cum laude)、院长荣誉名单、领导力与公共服务奖学金

实习经历

德勤管理咨询有限公司

咨询实习生-数字化客户组

中国, 上海

2023.05 - 2023.07

- 产品分析: 参与某跨国电子电气设备公司数字化转型项目, 结合行业最佳实践, 对市面上主流 CRM 产品进行案头研究, 提供关于产品功能的详细梳理; 从功能覆盖、用户体验、数据合规、使用成本等 7 个维度对 4 款 CRM 产品进行选型分析, 为公司未来系统建设提供 60+产品选型建议
- 产品测试: 参与某世界领先制药企业数字化转型项目, 对会议管理平台进行系统测试, 基于系统配置操作手册, 验证系统功能、用户界面、数据完整性和性能, 累计完成 200+测试用例
- 测试改进: 积极参与测试过程的持续改进, 简化测试用例文档和自动化重复任务, 与团队成员和客户保持定期会议沟通, 及时提供测试进度和潜在风险的更新识别, 累计报告 150+系统错误, 顺利完成整个 CRM 验收环节

贝恩管理咨询有限公司

项目实习生-消费组

中国, 上海

2023.03 - 2023.05

- 案头调研: 参与某世界领先啤酒厂商战略咨询项目, 负责江浙地区线下店访调研, 通过研究对比近两年头部啤酒品牌渠道策略与铺设度的变化, 总结潜在痛点与发展机会, 帮助客户快速了解江浙啤酒行业的市场情况与投资价值
- 问卷设计: 根据啤酒生产商的经营分布情况, 确立店访的数量和类型, 搭建店访问题框架, 并根据品牌名称、类型、数量、价格、促销方式、货架份额等板块进行归纳整合和结构梳理, 根据实际调查记录各门店情况, 为团队提供 20+关于啤酒品牌的信息来源

罗兰贝格管理咨询有限公司

咨询实习生-汽车组

中国, 上海

2023.01 - 2023.03

- 案头调研: 参与某世界领先新能源车企业战略咨询项目, 负责搜索新能源汽车产业相关信息和研究报告, 并根据投资规模、股权架构、竞争格局等板块进行归纳整合和结构梳理, 为团队提供 30+准确高质量的信息数据来源
- 行业研究: 通过研究新能源汽车政策, 分析形成行业总览图及发展趋势, 构建涵盖规模、增长率、竞争强度和行业相关性的分析模型; 协助顾问制作 PPT 并出具标的公司深度报告, 为客户提供有价值的行业见解和投资决策指导

益普索(中国)咨询有限公司

研究助理实习生-信息和通信技术组

中国, 上海

2022.08 - 2023.01

- 案头研究: 参与某世界领先通信基础设施提供商战略咨询项目, 通过政府网站、智库报告、新闻报道等渠道收集东南亚国家各国的外交政策、科技产业(汽车与清洁能源)、内部政治动态、外部投资等信息, 根据客户在市场情报研究及消费者洞察的多样化需求参与项目全流程, 产出政策周报和战略分析报告共 50 余篇, 建立文本数据库
- 政策分析: 基于文本数据库, 通过检索关键词, 追踪热点事件并结合最新国际发展环境, 分析东南亚国家产业发展趋势与外交动态走向, 评估中美关系对东南亚国家发展的动态影响, 为企业提供规避地缘政治风险的政策建议
- 数据分析: 负责项目的数据产出及后期的数据分析与洞察, 使用定量研究方法进行市场分析和跟踪监测, 包括行业竞争格局、发展趋势、用户特性和画像、竞品分析等, 协助研究团队完成各类调研报告

课外活动

第 11 届联合国亚洲人道主义事务大会

青年领袖

泰国, 曼谷

2023.07 - 2023.08

- 新兴领导: 参加关于数字化转型、绿色就业、性别平等和减少灾害风险等主题的讨论活动, 与来自 100 多个联合国会员国的新兴领导人进行交流, 合作制定应对数字鸿沟贫困和气候变化等紧迫社会问题的方案

其他

- 语言能力: 美国托福语言能力测试 TOEFL(106/120, 前 10%); 美国研究生入学考试 GRE(333/340, 前 5%);
- 语言能力: 英文听说读写流利, 可用于工作语言/独立完成英文报告写作; 西语(基础); 粤语(母语); 闽南语(母语)
- 软件应用: Access, SPSS, R, Thinkcell, MS Office Set, PPT(高级)