

## ALICE QINHUA ZHOU

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### Education

- 2009-2014 YALE UNIVERSITY** **New Haven, USA**  
PhD in Molecular Biophysics and Biochemistry, GPA 3.86 / 4.00. Howard Hughes Medical Institute (HHMI) International Student Research Fellow: <50 awardees/year, full tuition & stipend until graduation. Chair of Yale Graduate Student Consulting Club and Editor-in-Chief of Yale Journal of Biology and Medicine. Published 2 first-author papers in peer reviewed journals. Tutored +40 students on Mathematics in Biophysics for 2 semesters.
- 2005-2009 FUDAN UNIVERSITY** **Shanghai, China**  
B.S in Biological Sciences, GPA 3.78 / 4.00, ranked 1<sup>st</sup> of 174. Chun-Tsung Distinguished Scholar. Won No.1 in National Biology Olympiad of Shanghai Division. Awarded multiple Corporate Scholarships and Collegiate Honors. Inducted into the Chinese Crystallographic Society.

### Experience

- 06-08/2013 BAIN & COMPANY** **Singapore**  
**Associate Consultant Intern**
- Increased trade spend returns for a beer company with \$1B annual revenue in Southeast Asia by analyzing ROI of trade spend on key accounts and prioritizing channels with high profitability to attract next-generation consumers
- 2009-2013 YALE LEADERSHIP POSITIONS** **New Haven, USA**  
**Chair of Yale Graduate Student Consulting Club**
- 7x increase in offers extended to club members at top 3 consulting firms by launching 2 annual club case competitions, inaugural club casebook, workshops and one-on-one interview coaching
  - Led 4-member executive board in structuring the club into as a non-profit legal entity with positive free cash flow, >\$2,000 net asset, >500 members, and established relationships with major firms and clubs
- Finance Co-Chair of 2012 Yale Healthcare Conference**
- Raised ~\$50,000 funding for the conference by contacting Yale Alumni and healthcare related companies, of which 90% converted to long term sponsors supporting 2013 conference
- Editor-in-Chief of Yale Journal of Biology and Medicine**
- Shortened review time by 50% while increasing the number of first-year-citations by 60% via implementing pre-review protocol with 10-member editorial board and facilitating reviewers-authors communication
- Publicity & Promotion Officer of Yale Journal of Biology and Medicine**
- Tripled submissions via personalized direct marketing to 100+ research institutes by writing a script to automate a mailing system to create a mass marketing email campaign
- 10-12/2011 NOVATRACT SURGICAL** **New Haven, USA**  
**Yale Tech Venture Consultant**
- Recommended market entry strategy of a less invasive laparoscopic device for acute care with ~\$230 price point unit by benchmarking competitors, interviewing with decision makers of top 50 US hospitals
- 04-06/2011 BRANDWIDTH GLOBAL** **New Haven, USA**  
**Part-time analyst**
- Developed an “enhance inner balance” branding strategy of a cold-treatment drug to match Chinese patients’ emotional needs via analyses of 1000+ posts from top 10 Chinese online forums and major social media

### Publications

- Zhou, A. Q., C. S. O’Hern, L. Regan.** 2012. The power of hard-sphere models: Explaining side-chain dihedral angle distributions of Thr and Val. *Biophys. J.* **102**:2345-2352.
- Zhou, A. Q., C. S. O’Hern, L. Regan.** 2011. Revisiting the Ramachandran plot from a new angle. *Prot. Sci.* **20**:1166-1171.

### Personal

1<sup>st</sup> place team member of 2013 Alcoa Case Competition on entry strategy into Chinese Aluminum auto sheet market.  
2<sup>nd</sup> place team member of 2011 Johnson & Johnson Case Competition on managing cancer drug shortage and mid-term oncology drug supply portfolio. Yale School of Management enrollment in “Private Equity”, “Competitive Strategy”, “Influence and Persuasion”, etc. Proficient in C++, MATLAB, LaTeX and HTML. Native Shanghaiese and Mandarin Chinese. Interested in psychology, Chinese medicine, astrology and classical music