

TIANYUE ZHANG (CHLOE)

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EDUCATION

University of Southern California

Bachelor of Science, Financial Mathematics

Coursework: Econometrics, Mathematical Statistics, Probability, Data Analysis

Los Angeles, CA

Expected May 2026

EXPERIENCE

Strategy & Business Development Associate

Tianquan — Internet + AI Startup

Shanghai, China

December 2017 – December 2023

- Identified and prospected 50+ target companies and restaurants through market research and targeted outreach, achieving a 60% success rate in securing partnerships
- Analyzed market and customer data from 10+ companies to identify new business opportunities and inform go-to-market strategy
- Collaborated cross-functionally with product and operations teams to align partnership initiatives with company growth objectives

Product & E-commerce Operations Intern

Deli, Inc.

Irvine, CA

January – August 2025

- Conducted competitive market research across e-commerce and OEM channels in three regions; developed 15+ strategy recommendations that supported 15% business growth
- Structured and prioritized 10+ cross-functional projects, synthesizing insights into 20+ reports and presentations to align product and marketing teams
- Diagnosed performance gaps in product listings and recommended optimizations, coordinating execution across U.S. and China teams

Growth & User Acquisition Intern

TEMU (PDD Holdings)

Shanghai, China

May – August 2023

- Analyzed campaign and user data to identify performance gaps and growth opportunities, informing optimizations that contributed to a 12% increase in new user downloads
- Identified high-impact creative formats through systematic A/B testing, producing the day's top-performing ad (92% CTR)
- Synthesized findings from 3 cross-functional teams and presented data-driven recommendations to senior managers

RESEARCH

Research Assistant — Professor Matthew Kahn

USC Department of Economics

Los Angeles, CA

September 2024 – Present

- Designed analytical framework using Python, Stata, and GeoPandas to map California precinct-level election results (1996–2020) to 2020 Census Tracts, standardizing data from 58 counties
- Applied quantitative methods to diagnose data quality issues and developed solutions for consistent cross-cycle analysis

Research Project — Chinese Environmental Policy Analysis

USC Department of Economics

Los Angeles, CA

2024 – Present

- Built data pipeline in Python to clean and integrate 2,000+ policies with monitoring data, structuring fragmented datasets for systematic analysis
- Applied econometric methods to quantify policy effectiveness, synthesizing findings into actionable recommendations for stakeholders

PUBLICATIONS

Zhang, Tianyue, et al. "Bilingual Children's Language Development: The Influence of Parental Strategic Input on Vocabulary Development." *Advances in Social Science, Education and Humanities Research*, 2021

ADDITIONAL INFORMATION

Technical Skills: Python, Stata, R, SQL, Excel (Advanced), Tableau, Salesforce, Microsoft Suite

Languages: Mandarin (Native), English (Proficient), Japanese (Intermediate)

Leadership: Founded community animal rescue organization (2020–2022); raised \$20,000+ and coordinated volunteer operations