

Yinshen (Patrick) Pu



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Area of Interest: Real Estate Development; Market Analysis; Asset Management; Finance
Types of Job: Internship (Summer); Part Time (From Sept 23 onwards); Full time (After graduation)

EDUCATION BACKGROUND

University of California Santa Cruz (Santa Cruz, CA) **09/2018-06/2022**

Bachelor of Arts: Business Management Economics Major and TIM Minor

Honors: Dean's UGRDAward Scholarship

Relevant Courses: *Econometrics, Accounting, Statistics, Math Methods of Economics, Java Programming*

University of Washington (Seattle, WA) **09/2022-Present**

Master of Science: Real Estate

Relevant Courses: *Quant Methods in Real Estate, Financial Model, Real Estate Finance and Investment*

ACADEMIC EXPERIENCE

Starting a New Technology Company **10/2021**

Participant

- Learn to apply business analytics in marketing research and financing entrepreneurial ventures;
- Will learn to recognize and find commercial opportunities;
- Will learn to build an entrepreneurial ecosystem;

Peloton SWOT **01/2021**

Participant/Group Leader

- Used the SWOT theory to analyze the sample of The Peloton;
- Recognized the current situation for The Peloton from multi-angle, such as its advertising team, market research, cost input, and customer service;
- Analyzed the IPO prices and the competitiveness in the marketplace;

Netflix Case Analysis **01/2021**

Participant/Group Leader

- Analyzed the competitive forces in the movie rental marketplace;
- Learned key factors for Netflix's success in the movie rental industry;
- Used SWOT theory to analyze Netflix to reveal the overall attractiveness and competitive strength compared against that of Blockbuster and Amazon;

Amazon Delivery

01/2021

Participant

- Weighted decision matrix competitiveness of the four firms: Amazon, UPS, FedEx, and USPS;
- Took competitive strength assessments of companies;

Costco Porter's Five Forces

01/2021

Participant

- Analyzed business model, strategy, and management team service of the company;
- Analyzed competitive power of competitors, such as Sam's Club and BJ's Wholesale Club that also have the same marketing strategy;

Stanford University Venture Capital and Entrepreneurship Program(Stanford, CA)

08/2020-10/2020

Venture Capital Researcher

- Research on how fastforward Ventures evaluate project opportunities and deal-screening processes;
- Analyze how Sand Hill Angels evaluate investment risks and determine investment directions;

WORKING EXPERIENCE

Professional Cycling Track Field Construction in the rural village

(Kunming, Yunnan of China)

To be started in 2023

- *Initiator and Planner of Real Estate Project*
- Preliminary Stage: Took in-depth understanding of the living conditions, education resources distributions, employment status of villagers with different age groups from 2014 to 2019, collected over 2,000 pieces of information in my database;
- Current State: Learn professional analytical methods and accumulate relevant experimental and working experiences during undergraduate and graduate studies from 2020 to 2023, and write drafts of business project budget and corporate with a design team for a constructional plan;
- Construction Stage: Invitation for bids;
- Operation and Management Stage: Will set up functional business departments, operation team with customer service, marketing, sales, financial, training, medical support, maintenance departments, etc.; (I wish to provide over 500+ job opportunities for the local residents.)

LEADERSHIP

Dream Star Foundation (Kunming, Yunnan of China)

06/2014 – 06/2019

Founder/Leader

- Supported 2 primary schools in a destitute area with stationery, utensils, and sporting goods;
- Fundraised over \$3000 for the foundation each year;
- Counseled the students and helped resolve problems;
- Marketed to people from different provinces and cities for donations;
- Coordinated and supervised events for the foundation;

SKILLS AND INTERESTS

- Languages: Mandarin(Proficient), English (Proficient)
- Skills: Microsoft PowerPoint (Proficient), Microsoft Excel (Fluent), Java (Working Proficiency)
- Interests: Cycling, Golf, Track Day Racing, Clarinet