

Martina Zou

403.970.3865 | mzou@quiconline.com

EDUCATION

Queen's University

Bachelor of Commerce

Kingston, Ontario

2019 – Present

- **Academics:** Cumulative GPA: 4.15/4.30
- **Relevant Courses:** Financial Accounting (A+), Introduction to Mathematical Analysis (A+), Managerial Statistics (A+)
- **Awards:** One of three recipients of the major admission award the Bank of Montreal National Award (\$40,000) based on superior academic ability, creative and original thinking, and proven leadership skills

Sir Winston Churchill High School

International Baccalaureate Diploma & Alberta High School Diploma

Calgary, Alberta

2016 – 2019

- **Academics:** Honour Roll recipient in all three years of high school; achieved a cumulative 94% average
- **Activities:** Co-president of School Newspaper, TD Youth Earth Ambassador, International Ambassador, Debate Team, Model United Nations
- **Awards:** Loran Semi-Finalist (top 10% for the largest undergraduate merit scholarship in Canada based on commitment to character, service, and leadership, worth \$100,000), Alexander Rutherford Scholarship (\$2500), Western National Scholarship Nomination

PROFESSIONAL EXPERIENCE

Sir Winston Churchill High School

Tutor

Calgary, Alberta

2018 – 2019

- Mentored 5 students to improve academic averages in math by over 15% to obtain 90%+ averages
- Personally selected by the high school Principal to teach a student based on proven teaching capabilities and outstanding results

LaunchX

Co-Founder

Calgary, Alberta

2018 – 2019

- Led a team of four individuals to create a business plan, market deliverables, conduct market research, and organize customer surveys
- Created and refined five prototypes in order to develop the product for the market

Calgary Flyer Force

Newspaper Deliverer

Calgary, Alberta

2014 – 2019

- Spearheaded coordination with others and delivered newspapers to 250+ houses twice a week, leading to a reduction in complaints by 80%

EXTRACURRICULAR ACTIVITIES

Queen's University Investment Counsel (QUIC)

Analyst (Metals & Mining)

Kingston, Ontario

2020 – Present

- Work with a team of 33 students to manage a \$1.4M portfolio of Canadian and U.S. equities on behalf of the Queen's University Endowment Fund and Mackenzie Investments
- Prepare investment memorandums and holding analyses to present at public QUIC meetings on a tri-weekly basis to aid in the security selection process and exploration of industry trends
- Scheduled to complete a 16-week summer analyst training program with deliverables due bi-weekly; involves extensive reading and writing reports on independent investment ideas, market irrationality, economic moats, and management incentives

Queen's Private Capital Group (QPCG)

Analyst

Kingston, Ontario

2020 – Present

- Work with a team of 30 students to provide pro-bono advisory services to private equity and venture capital firms
- Selected from a pool of 80+ applicants after evaluating and presenting Goldman Sachs' acquisition of Capital Vision Services

FreshSight Queen's Consulting (FSQ)

Client Acquisitions Director & Consultant

Kingston, Ontario

2019 – Present

- FreshSight is a student-run consultancy that provides pro-bono consulting services for local charities and national non-profit organizations across Canada with mentors and advisors such as The Boston Consulting Group
- Collaborated with a diverse team to develop a 50+ slide deck report for a transportation non-profit; conducted market research and segmentation; identified best practices within the industry and operational synergies; presented findings to the client
- Preparing a report for a local rehabilitation hospital by assessing current volunteer efforts in order to increase volunteer retention

ADDITIONAL INFORMATION

- **Languages:** English (fluent), Mandarin Chinese (fluent), French (limited working fluency)
- **Athletics:** Certified as a Lifesaving Instructor/Examiner and in CPR C & AED; track & field team (division finalist: 100m sprints & 80m hurdles, city finalist: 4x100m relay); dive team; competitive tennis player (placed 5th at several provincial-wide tournaments)
- **Model United Nations:** Represented Queen's University at Cornell University and Harvard University Model United Nations Conferences
- **Conferences:** SheHacks IV, Queen's Conference on Business and Technology (runner-up most valuable delegate), Team Host at I.C.B.C

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- **Interests:** autobiographies, international relations, podcasts, oboe, alto saxophone, volunteering