

Martina Zou

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EDUCATION

Queen's University Kingston, Ontario
Bachelor of Commerce 2019 – Present

- **Academics:** Cumulative GPA of 4.21/4.30; D.I. McLeod Dean's List with Distinction (top 10% of class); Bank of Montreal Award (\$40,000)
- **Relevant Courses:** Financial Accounting (A+), Mathematical Analysis (A+), Managerial Statistics (A+), Principles of Economics (A+)

Sir Winston Churchill High School Calgary, Alberta
International Baccalaureate Diploma & Alberta High School Diploma 2016 – 2019

- **Awards:** Lorán Semi-Finalist (top 10% of 5000+ applicants for the largest undergraduate merit scholarship in Canada based on commitment to character, service, and leadership, valued at \$100,000), Alexander Rutherford Scholarship (\$2,500)

PROFESSIONAL EXPERIENCE

Generation Ventures Toronto, Ontario
Venture Capital Summer Analyst Summer 2021

- Scheduled to complete a 16-week internship at Generation Ventures, one of Canada's largest family offices with ~30 employees and 16 portfolio companies in its venture capital division reporting directly to the Vice President of Investments

The51 Calgary, Alberta
Marketing Intern Summer 2020

- Completed a 13-week internship at a female-led venture capital investment platform with \$6M+ in investments
- Spearheaded a marketing campaign by managing six social media profiles, resulting in an increase of 2k+ followers and 30k+ impressions
- Organized and oversaw six events with 600+ attendees focusing on investing, personal finance, e-commerce, and entrepreneurship
- Created a database of 700+ organizations to help define pathways and build capacity for female founders and investors as part of Canada51, which is a newly formed coalition of ~20 organizations with a mandate to unlock capital and drive economic value

Hyre Toronto, Ontario
Operations Intern Summer 2020

- Completed an 18-week internship at a hospitality technology platform startup, reporting directly to the CEO
- Sole author of several grant applications to develop software improvements through geolocation technology; conducted market analysis and research, highlighted competitive advantages and growth potential for the company, and identified risks and mitigation
- Created discussion materials on software-as-a-service that highlighted key benefits of such models
- Analyzed and documented weekly summaries of industry trends and key market updates to help inform strategic initiatives

EXTRACURRICULAR ACTIVITIES

Queen's University Investment Counsel (QUIC) Kingston, Ontario
Analyst (Metals & Mining) 2020 – Present

- Work with a team of 35 students to manage a \$1.8M 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
- Presented a detailed M&A analysis on a recent transaction with a team of four mock advisors to a panel of institutional investors
- Completed a 16-week summer analyst training program with deliverables due bi-weekly; involved extensive reading and writing reports on independent investment ideas, market irrationality, economic moats, and management incentives

Queen's Private Capital Group (QPCG) Kingston, Ontario
Analyst 2020 – Present

- Collaborate with a team of ~30 students to provide pro-bono advisory services to private equity and venture capital firms
- Currently conducting a new sub-sector analysis for Dream, a Canadian real estate investment firm with over \$8 billion in AUM

FreshSight Queen's Consulting (FSQ) Kingston, Ontario
Senior Consultant & Client Acquisitions Director 2019 – Present

- Work with a team of ~40 students to provide pro-bono consulting services for local charities and national non-profit organizations across Canada
- Lead a team of 4 individuals to understand the key funding drivers for a non-profit helping youth overcome challenges
- Prepared a report for one of Canada's largest hospitals by assessing current volunteer efforts to increase volunteer retention
- Secured eight new clients by initiating and contacting non-profits and highlighting competitive advantages of partnership

ADDITIONAL INFORMATION

- **Languages:** English (Native), Mandarin Chinese (Fluent), French (Limited Working Fluency)
- **Conferences:** SheHacks IV, Queen's Conference on Business and Technology (runner-up most valuable delegate)
- **Interests:** autobiographies, podcasts, track & field, international development