

Martina Zou

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EDUCATION

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

- **Academics:** Bank of Montreal Award (\$40,000); D.I. McLeod Dean's List with Distinction (top 10% of class)
- **Relevant Courses:** Calculus (A+), Economics (A+), Finance I (A+), Financial & Managerial Accounting (A+), Managerial Statistics (A+)
- **International Exchange:** Scheduled to complete winter 2022 semester abroad at the National University of Singapore

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

- **Awards:** Lorain 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

Moelis & Company San Francisco, California
Investment Banking Summer Analyst Summer 2022

- Scheduled to complete a 10-week internship within the company's investment banking division

Generation Ventures Toronto, Ontario
Venture Capital Summer Analyst Summer 2021

- Scheduled to complete a 17-week internship at Generation Ventures, one of Canada's largest family offices specializing in private investments including private equity and venture capital

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 for several grant applications to develop software improvements through geolocation technology; conducted market analysis and research, highlighted competitive advantages and growth potential for the company, 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
Portfolio Manager (Metals & Mining) 2020 – Present

- Work with a team of 35 students to manage a \$2.0M 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 mock M&A transaction with a team of analysts on a recent deal to a panel of institutional investors
- Completed 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) Kingston, Ontario
Project Manager 2020 – Present

- Provide pro-bono financial advisory services to private equity and venture capital firms with a team of ~30 Queen's students in the form of market research, financial analysis and search mandates to identify numerous investment opportunities
- Completed research projects for CPPIB and Dream; conducted extensive market research and identified compelling investment opportunities

ADDITIONAL INFORMATION

- **Social Impact:** Received the initiative award for leading a team of 4 in creating a 50+ page funding and marketing strategies proposal for Youth Diversion, a non-profit helping youth overcome challenges, that was incorporated into their five-year strategic priorities
- **Competitions:** Investors of Tomorrow Stock Pitch Competition (Finalist); BCG Diversity Case Competition (1st Place); Q3C (3rd Place)
- **Interests:** Autobiographies, podcasts, tennis (finalist for several provincial tournaments), track & field (80m hurdles and 4x100m relay)