Shiyao (Angelina) Ning

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EDUCATION

University of Pennsylvania   **Philadelphia, PA**
Master of Biotechnology (MB)   Sep 2024 – Apr 2026
Engineering Entrepreneurship Fellow: 1 of 12 Penn students selected for a 12-month work-study program to develop entrepreneurship skills in creating, scaling, and leading principled high-growth technology ventures.

University of Toronto   **Toronto, ON, Canada**
HBSc with High distinction | Double major: Biochemistry, Human Biology | GPA: 3.81/4.00   Sep 2020 – Jun 2024
Honors & awards: BC District/Authority Scholarships, Dean's list scholarship, Goodwin O' Grady Academic Achievement Award

PROFESSIONAL EXPERIENCE

IQVIA, *Management Consulting Intern* | Shanghai, China   May 2024 – Sep 2024
Project: Consulted for $60B global pharmaceutical company on product strategy for kidney transplant patients
- **Conducted market analysis** to identify patient profiles, demographics, and provincial regulations for a kidney transplant viral infection drug; projected to achieve $50M revenue growth through entering a new $480M market.
- **Developed product competitive strategy** by analyzing epidemiological data from 1,000+ patients across 6 countries and assessing treatment guidelines and trials; recommended market entry to geography with largest patient base and presented to Senior Manager.
- **Coordinated 20+ interviews** with doctors, patients, and field experts, uncovering key insights on market, patient behaviors, unmet needs, and prescription trends; proposed new pricing methods (e.g., bundling) and recommended distribution channel strategy.

Project: Consulted for $68B global pharmaceutical company on new product launch strategy
- **Coordinated 30+ interviews** with doctors, patients, pharmacists, and experts, uncovering insights on market dynamics, patient behaviors, and unmet needs; proposed a culturally aligned drug sales strategy well-received by clients.
- **Created 3 customer segments** and tailored sales strategies by profiling customer needs and developing targeted approaches for each segment; delivered a detailed report to the client and received highly positive feedback.

WCN Bio Tech, *R&D Intern* | Richmond, BC, Canada   Dec 2021 – Jan 2022, Jul 2022 – Aug 2022
- **Determined nutritional content** of a vegetarian vitamin D product for osteoporosis patients by analyzing 5+ scientific literature on ingredient efficacy and patient benefits; drafted key value propositions projected to increase sales by 10%.
- **Revised product instruction manual** to ensure accurate nutritional info and full compliance with Health Canada regulations.

LEADERSHIP EXPERIENCE

Penn Graduate Consulting Club (PGCC), *Co-VP of Marketing Strategy* | Philadelphia, PA   Jul 2024 – Present
- **Boosted club attendance by 20% YoY** and **secured 90+ paid memberships** by spearheading marketing initiatives, including social media campaigns, new student orientation engagement, and event promotions within the Penn community.
- **Tracked and analyzed key growth metrics** across Instagram, Mailchimp, LinkedIn, and the club website, optimizing event promotion strategies based on audience demographics and engagement data, driving membership growth to 500+ members.

University of Toronto Esports (UTCES), *VP* | Toronto, ON, Canada   Sep 2022 – Apr 2023
- **Led a team of 8 to plan and execute** the International Youth Esports Competition in partnership with Pratt Institute, attracting ~200 participants, successfully enhancing brand visibility and engagement in the esports community.
- **Managed relationships** with 10+ sponsors, securing substantial four-figure event sponsorships while maintain brand integrity.

RESEARCH EXPERIENCE

Mount Sinai Hospital, *Research Assistant* | Toronto, ON, Canada   Sep 2023 – Apr 2024
- Analyzed immunofluorescence and FACS data of B cell development and function in 30+ spleen samples.
- Evaluated immunoglobulin secretion of control and WAVE2 deficient B cells using ELISA.

Hospital of Sick Children, *Research Student* | Toronto, ON, Canada   Aug 2022 – Apr 2024
- Responsible for tissue preparation, cryosection, genotyping, IF, smFISH, and tissue imaging for 3 research projects.
- Analyzed single-cell transcriptomics data in R to cluster cells from 20+ maternal immune activated (MIA) and control fetal samples.
- Employed R Shiny to build 2 web pages showcasing gene expression analysis in Down syndrome and MIA fetal brain cells.

Princess Margaret Cancer Centre, *Research Volunteer* | Toronto, ON, Canada   Mar 2022 – Sep 2022
- Assisted in figure illustration, manuscript writing, and supplemental experiments such as RT-qPCR and cell culture.
- Recognized as a contributing author for the **publication on *Nature Communication***.

SKILLS & INTERESTS

Languages: English (native), Mandarin (native) | **Computer**: Microsoft 365 (Excel, Word, PowerPoint), R, Python, Prism
Interests: Hike with my dog Tezzy, Tennis, Pipa, Piano