

## SUSY LIU

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### EDUCATION

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#### MIT SLOAN SCHOOL OF MANAGEMENT

*Candidate for MBA, May 2027*

Cambridge, MA  
2025 - Present

- MIT Mens et Manus leadership award, GenAI lab Best Project, MIT FUSE accelerator, Health Care Conference Organizing Team, Cohort Community Building Chair, Pre-f(x) Trip Director, Rolling Sloans Co-President

#### UNIVERSITY OF CHICAGO

*B.A. in Economics and Sociology with Honors, Cum Laude*

Chicago, IL  
2018 - 2022

- Dean's List; South Side Free Music Program President; Flint House Social Chair; Ex Crew dancer and choreographer; editorial board member of Memoryhouse magazine

### EXPERIENCE

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#### BOSTON CONSULTING GROUP

*Consultant*

Boston, MA  
2024 - 2025

- Promoted to post-MBA role at fastest possible timeline
- Redesigned the global sales coverage model of a technology company and modeled costs, working closely with worldwide sales leaders to align with new CRO and target 35% revenue growth over 3 years
- Shaped post-merger (\$8B deal) go-to-market strategy for Americas branch of a global HVAC company by delivering executive workshops and data analyses on brand, product, and regional strategy
- Orchestrated project management across a BCG team of 15 and client team of 15 to develop health care policy recommendations for a state government's healthcare Commission's annual report

*Associate*

2022 - 2024

- Designed and helped facilitate a 6 hr workshop for direct reports of the CEO of an environmental services holding company to devise an investment playbook that will direct up to \$1B in control investments over the next decade
- Assessed 100+ GenAI use cases across 11 business units for a global biopharma company by prioritizing and building a value case for 10 high impact use cases, the first 5 of which are projected to save \$40M annually
- Directed the creation of a website showcasing BCG's GenAI expertise, supporting a \$15M joint proposal with an external partner to implement key use cases--one of the first of its kind at BCG
- Designed a new organization structure, job family/skill categories, and role transition plan for 400 contract roles to scale and insource a global biopharma company's analytics department to a new Global Capabilities Center
- Authored playbook for Rhode Island's Housing Department to create new shelter capacity, influencing purchase of a facility to house 41 families as part of a statewide homelessness and housing strategy
- Led analysis and segmentation of 32K alumni data for a regional non-profit to build a new alumni engagement program, developing program objectives, targeted engagements per alumni persona, and roadmap to implement

#### UNIVERSITY OF CHICAGO

*Research Assistant*

Chicago, IL  
2020 - 2021

- Ran unemployment benefits simulations and visualizations in R in Pascal Noel and Peter Ganong's economics lab to advise Senators Wyden and Bennet on Covid-19 benefits policies; work featured in the New York Times

#### BURST.COM (SAAS MEDIA-TECH STARTUP)

*Intern*

Boston, MA  
2018 - 2020

- Developed MVP framework for a new product by re-configuring database infrastructure and writing SQL algorithms to surface high-quality media
- Created data visualizations for an internal metrics site, using Grafana, Google Analytics, and SQL to monitor KPIs
- Developed new features, including Spanish support, A/B testing, external referrer tracking, and bot traffic identification for Burst's single page web application and conducted/automated quality assurance tests

### ADDITIONAL INFORMATION

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- Skills: Low / no-code AI prototyping (Claude Code, Lovable, Vercel, Python); Stakeholder management and alignment; Strategic thinking in ambiguous environments; Data analysis and modeling (Excel, SQL, Alteryx)
- Certifications: BCG Advanced Analytics Certification (May 2023)
- Independent project: Explored AI-driven visual commerce venture (Dressing Room); 100+ user interviews and prototype development informed insights on fashion discovery and conversion behavior; pitched at Imagination in Action
- Languages: Proficient in Mandarin
- Interests: Dancer (hip hop, bachata, Chinese dance), Musician (piano, voice, bass), casual soccer/volleyball player and runner