

# LIYA MO

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## EDUCATION

**THE WHARTON SCHOOL & THE LAUDER INSTITUTE, UNIVERSITY OF PENNSYLVANIA** Philadelphia, PA  
*Master of Business Administration Candidate; Majors in Real Estate and Entrepreneurship* 2018-2020

*Master of International Studies Candidate; Focus in East & Southeast Asia, Chinese Language Studies*

- Leadership: Wharton Real Estate Club (VP of Diversity), Tech Club (VP of Member Ed), Analytics Club (Finance Director)
- Lauder Fellowship Recipient; Relevant Coursework: *RE Investments, RE Disruptions, Urban Fiscal Policy*

**WASHINGTON UNIVERSITY IN ST. LOUIS, OLIN BUSINESS SCHOOL** St. Louis, MO  
*Bachelor of Science in Business Administration; Majors in Finance and Accounting* 2010-2014

- Academic Honors: *magna cum laude*, GPA 3.81/4.00, Dean's List (all semesters)
- Awards: Dean's Scholarship in Business (full merit), Honors in Management (for senior thesis)
- Leadership: Asian American Association (President), MoneyThink (VP)

## EXPERIENCE

**WEWORK, GROWTH OPERATIONS** New York, NY  
**MBA Manager Intern** Summer 2019

- Implemented process that identified prospective buildings in US & Canada that are predicted to not meet 80% occupancy; developed a business case to build out a market intelligence team to enforce guardrails around the deal approval process
- Developed a strategic hiring forecast for 100+ WeWork sales reps across 370 buildings in 35 cities

**DELOITTE CONSULTING, STRATEGY & OPERATIONS** Chicago, IL  
**Consultant (completed 14 projects with highest performance ratings)** 2016-2018  
**Analyst (awarded accelerated sabbatical after two years)** 2014-2016

*Real Estate Projects*

- Assessed 10,000 different categories of procurement spend data for Related (global real estate development company) to generate \$62M in annual run-rate savings
- Presented real estate footprint consolidation roadmap to senior leadership at Dell that identified \$300M in savings; obtained approval from leaders and deployed efforts across 40 business units to transform the workspace for 10,000 employees

*Location Strategy Projects*

- Developed go-to-market strategy for US-based carbon black manufacturer to expand into Mexico; analysis included research on competitors, identifying suppliers and customers, and building business model for \$500M capital investment
- Prepared economic forecasting models to identify \$70.6M in economic impact and creation of 1,000 jobs for NHL expansion team to move into a multi-use sports facility in Las Vegas

*Technology Projects*

- Led cross-functional team of six experts, including statistics PhDs and programmers, to extract data, test codes, and build social impact analytics tool that quantified the impact of investments on 20,000 socio-economic attributes
- Developed pitch deck and sold analytics tool for \$15,000 to two clients in the beta version of the product

**MYANMAR CENTRE FOR RESPONSIBLE BUSINESS** Yangon, Myanmar  
**Senior Consultant (sabbatical assignment)** 2016-2017

- Presented recommendations to Advisory Commission, chaired by Kofi Annan, to increase economic and social stability for 1.3M Rohingya people

**GOLDMAN SACHS & CO.** New York, NY  
**Investment Management Summer Analyst** Summer 2013  
**Operations Summer Analyst** Summer 2012

- Collaborated with engineers to design data management system to reconcile customer accounts with special restrictions

## ADDITIONAL INFORMATION

- **Leadership Experiences:** Head of Supply Chain for Tern Water (early-stage startup focused on smart water filtration); Advisor for Minxing (late-stage startup that enables enterprise chat and collaboration)
- **Technical Skills:** ARGUS, Tableau, JMP, R, Alteryx, SQL (intermediate), Python (basic)
- **Interests:** Social media blogging for Caviar (food delivery solution), yoga and meditation retreats, education nonprofits