

Dongli (Tim) He

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PROFESSIONAL SUMMARY

MBA candidate at NYU Stern with 5+ years of experience managing P&L, driving revenue growth, and leading a 20+ member business unit. Generated \$5.1M in cumulative career production through data-informed market analysis, client portfolio management, and strategic partnerships. Seeking roles in finance, investment research, and corporate strategy.

EDUCATION

New York University, Stern School of Business

Master of Business Administration (MBA). Activities: Graduate Finance Association (GFA), Real Estate Club, Entrepreneurship and Startup Association, Asian Business Society.

New York, NY

Expected May 2028

Georgetown University

Bachelor of Arts in Liberal Studies (Second Bachelor). GPA: 3.97/4.00.

Washington, DC

Expected May 2028

New York University

Master of Science in Management of Technology.

New York, NY

May 2022

Beijing University of Technology

Bachelor of Arts in Advertising.

Beijing, China

July 2020

EXPERIENCE

Manager

Jan 2021 – Aug 2026

USWOO Realty

New York, NY

- Promoted from individual producer to Manager of a 20+ member team; managed team-level P&L and generated \$240K in individual production and \$1.6M in team production in 2026, with \$5.1M in cumulative career production.
- Sustained approximately 30% year-over-year revenue growth by analyzing market performance, reallocating resources toward highest-yield client segments, and retaining a high-value client portfolio across the Manhattan market.
- Analyzed revenue trends, client mix, conversion performance, and team productivity to inform budgeting, staffing, and resource allocation decisions.
- Forged exclusive strategic partnerships with major developers including Extell, Related, Rockrose, and Kushner Companies, expanding business development channels and referral networks.
- Designed and implemented a standardized training curriculum, achieving 90% team retention and developing 6 junior team members into Top Producers within their first year.
- Introduced automation within the company's internal CRM system and AI-assisted follow-up tools to streamline lead management and client follow-up, reducing average deal cycle time by 10%.
- Built a 65,000+ follower audience across Douyin and Xiaohongshu, generating 500+ qualified inbound leads per month from international clientele without paid advertising.
- Recognized as the youngest Manager in company history based on production, recruiting performance, and organizational impact.

Graduate Assistant

Oct 2020 – May 2022

New York University

New York, NY

- Administered official social media channels to drive student engagement and communicate program updates to prospective and current students.
- Acted as primary contact for prospective student inquiries, strengthening communication between applicants, students, and program staff.

Account Executive, Intern

Dec 2018 – June 2019

Ogilvy

Beijing, China

- Coordinated video production for the Huawei x Macrograph campaign, delivering all assets within a condensed 2-month timeline.
- Delivered campaign assets that achieved record viewership versus prior campaigns while reducing production costs by 70%.

SKILLS

Finance & Strategy: Financial Analysis, P&L Management, Market Research, Competitive Analysis, Revenue Analysis, Business Development

Technical & Analytics: Microsoft Excel, PowerPoint, Word, Python (Pandas, NumPy), SQL, Tableau, R

Business & Communication: Strategic Partnerships, Client Relationship Management, Presentation, Professional Writing, Critical Thinking

Languages: Mandarin Chinese (Native), English (Professional Fluent)