

EDUCATION

2019-2023 Harvard University

- BA Sociology. 3.8 GPA/1st Class Equivalent. Top 10% of my class. On full scholarship
- NCAA Division 1 Track & Field athlete in the triple and long jump - awarded All Ivy Honours multiple times, Ivy League Champions 2023

2020-2021 Oxford University

- Year abroad as a visiting student during 2nd year of undergrad
 - 3.9 GPA / 1st Class Equivalent in one to one tutorials in the following degrees: Philosophy, Politics, and Economics, Human Sciences, and Geography.
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WORK EXPERIENCE

09/2023 - Present

Fitch Solutions - Global Associate Account Manager

- Promoted early from graduate rotational program (across customer success, sales, client services) to join the global account management team, working with a strategic account manager to manage a book of business > \$50 million, currently covering strategic EMEA and US investment banks and subsidiaries across CIB, Private Wealth, and Asset Management. Successfully hitting quarterly renewal targets equating to 6% uptick on current book, in addition to expansion targets
- Managing pipeline, creating effective account strategy, conducting white space and relationship mapping. Managing relationships with clients, executive decision makers, and end users of all of Fitch's product suite including: credit research/investment solutions, fundamental and quantitative data & analytics, risk management, regulatory reporting, macro & geopolitical analysis, private wealth solutions
- Collaborating with cross-functional teams including sales specialists, product specialists, and customer success to service client relationships and end users, creating efficient, multi-tiered feedback loop to enhance Fitch products - gaining experience in product marketing and management through an array of agile software development

2022-Present

Freelance Multimedia Creator, Consultant, and Speaker

- Digital content creator on TikTok, amassing 27k+ followers and over 10 million engagements, producing videos on sociological and cultural trends. Invited by TikTok to the WPP Stream conference Greece 2023 to lead workshops on branding, storytelling, and digital media to leading media brands and companies as a content creator. Winner of the conference pitch competition, helping to raise £45k for Stemettes social enterprise with my multi-tiered marketing solution
- Member of the International Association of Professional Writers and Editors - written for various publications including The Voice and The Crimson. Invited to speak on SiriusXM Radio due to a viral video I made about my educational journey and the idea of meritocracy. Approached by New York Times to write a guest essay on cultural knowledge production and exchange on TikTok (article got cut due to TikTok ban reversal)

2022-2023

Sidechat - Content Manager and Brand Strategist

- Managing content creation and moderation for a New York Times featured tech social media start-up
- Scheduling a content diary, using graphic design software such as Adobe Suite and Canva to edit posts. Grew the account by 20%, which was reflected in a similar increase in downloads and usage of our app.
- Consulted the growth team on state of the UK consumer market before they launched at UK universities, generating leads to conduct customer interviews and usability studies during the validation stage of the product. Working with backend teams to conduct user research and market analysis

2021

Goldman Sachs Investment Banking Analyst

- Completed a spring internship creating pitches for M&As, IPOs, and learning about business cycles and negotiation. Earned a financial modelling qualification and learned advanced excel skills
- Awarded best pitch prize out of entire cohort by senior associates and partners for an IPO pitch for Jaguar to investors, alongside my team of 5

LEADERSHIP AND PROFESSIONAL DEVELOPMENT

2019-Present

Black Head Students' Network Founder/Head of Mentoring

- Founded, and head of mentoring scheme at student run non-profit made up of past and present Black head boys and girls in UK
- Partnered with several groups including Goldman Sachs, Coutts, and Citibank, Latham & Watkins, PwC
- Pair and manage over 50 mentoring relationships between students, schools, and professionals. Mentees secured scholarships at institutions including Harvard, Cambridge, and Oxford University

2017-2019

First Ever Head Girl at University College School

- Elected as first ever head girl at majority boys school (where girls are only admitted for sixth form). Worked with governors and senior management to implement school policies, run weekly assemblies, manage and plan events, host senior stakeholders and donors.

Mayi Hughes (DOB: 05/11/2000)
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HONORS & AWARDS

- Best Speaker award in ESU National Speaking Competition 2017
- Represented Great Britain & England in Track & Field - Triple Jump
- Recruited to Harvard (D1) as Triple and Long Jumper on Full Scholarship- All Ivy Honours
- Best pitch prize at WPP Stream Conference, Greece 2023

SKILLS

Experience in: Salesforce, MS Tools, Google G Suite, R, Slack, Wordpress, Jira, Qlik Sense, ZoomInfo, Adobe Suite, Canva