

EVAN CAO

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EDUCATION

Queen's University, Smith School of Business

Kingston, Ontario

Bachelor of Commerce (Honours)

Class of 2027

- **Academics:** Cumulative GPA: 3.73/4.30
- **Relevant Courses:** Financial Accounting (A), Finance I & II (A), Operations Management (A-), Intro to Digital Bus. & Tech (A)
- **Awards:** D.I. McLeod Dean's List, Sutton Awards in the Smith School of Business, Pfizer Warner-Lambert Award
- Completed a semester abroad at ESSEC Business School in Cergy-Pontoise, France

WORK EXPERIENCE

Externship - HP Tech Ventures

Remote

Venture Capital Analyst Extern

June 2026 – July 2026

- Sized the market opportunity in the AI agent category with a three-level TAM/SAM/SOM build normalized to 2030, and benchmarked a 20-company competitive landscape with five deep-dive teardowns
- Verified funding figures across Crunchbase, PitchBook, Tracxn, and company press releases; found one source understating the company's raise by \$18.8M and carried the confirmed figure through the rest of the analysis
- Wrote multiple synthesis reports and a synergy memo on strategic fit with HP, noting the tension between the fund's preference for proprietary IP and the company's open-source license

Hot Takes

Remote

Business Development Associate

June 2025 - Present

- Generated \$50,000+ in wagers and earned \$5,000+ in commissions by driving adoption through targeted and peer-to-peer outreach
- Expanded visibility by engaging a network of 1,000+ students across multiple clubs and organizations, building word-of-mouth momentum that translated into measurable increases in both signups and active user participation
- Gathered insights from over 100 users and communicated recommendations to the product team, providing actionable feedback that supported feature development, improved retention, and enhanced the overall user experience

Goodland Equity Partners

Toronto, Ontario

Dealing Representative

May 2025 – Sept 2025

- Supported investor outreach efforts by identifying and connecting with potential leads for the firm's current real estate development project; emphasized relationship-building through clear and tailored communication aligned with investor interests
- Delivered personalized investment overviews to prospective investors, adapting presentation style based on individual backgrounds and goals to support confidence and clarity in early-stage conversations

EXTRACURRICULAR ACTIVITIES

Independent Business

Whitby, ON

High-Demand Reseller

2021 – Present

- Built a profitable shoe reselling business, generating \$15,000+ in revenue and \$9,000+ in profit by leveraging market analytics to identify high-demand products; managed all operations, including sourcing, pricing, and customer relations

PROJECTS

Youtube Channel

Remote

Creator

June 2026 – Present

- Grew a short-form video channel to 4,000+ subscribers and 8M+ views in under three weeks by producing ranking-format Shorts built around a defined niche and audience. Ran a repeatable content pipeline from topic selection through publishing and performance analysis, iterating on hooks, thumbnails, and formats based on retention data

Automated Trading Script

Remote

Personal Project

May 2026 – Present

- Built and deployed a Python trading script on Interactive Brokers, live on a \$1M paper account since July 2026 and returning +4.8% over six weeks against roughly +3.5% for the S&P 500 (still collecting data, numbers subject to change)

ADDITIONAL INFORMATION

- **Languages:** English (Fluent), Mandarin (Speaking Proficiency)
- **Skills:** Market Sizing (TAM/SAM/SOM), Financial Statement Analysis, SQL, Microsoft Office Suite (PowerPoint, Excel, Word, Teams, Outlook), Figma, Competitive Benchmarking, User Acquisition and Referral Loops, User Research and Discovery Interviews, Funnel and Retention Analysis, Product Specs and Feature Prioritization
- **Interests:** Bouldering, Cars (Japanese Domestic Market, Mercedes, BMW), Osmows