

## Yuming Fu

+86-15203364016 | yuming.fu@alumni.schwarzmanscholars.org

### PERSONAL SUMMARY

---

Driven and curious individual with hands-on AI product experience and deep enterprise client engagement from BCG. Designed and shipped AI-powered enterprise tools at BCG, built developer-facing products for AI coding workflows, and conducted multi-agent collaboration research at HKU. Seeking to apply combined AI technical depth and enterprise product intuition to define how self-evolving agent works in the AI era. MiniMax AI Agent Challenge General Award Winner (100 out of 10,000 participants)

### EXPERIENCE

---

#### Boston Consulting Group

April 2024– Jul 2025

##### Associate

Beijing

- Designed an AI-powered sales enablement tool for a leading pharma enterprise, integrating LLM-based sales pitch generation with ML-driven sales potential scoring; defined product success metrics and ran pilot experiments, reducing field rep preparation time by 50% and improving high-potential customer targeting accuracy
- Led Coca-Cola's restaurant channel expansion strategy in Xi'an; conducted on-site store and distributor visits to gather market insights on product demand and margin requirements, designed expansion experiments with defined success metrics, increasing controllable mid-to-high-end restaurant coverage by 20%+ and improving per-store sell-through
- Conducted commercial due diligence on a ski brand; led EU&US user interviews, built user segmentation, collected brand perception and purchase journey data, proposed post-acquisition expansion strategy; delivered competitive landscape analysis
- Led user research and brand perception study for a leading insurance enterprise through structured workshops, in-depth customer interviews, and surveys; synthesized insights into brand image enhancement strategy and integrated marketing plan

#### The University of Hong Kong

Jul 2025 – June 2026

##### Research Assistant

Hong Kong

- Built multi-agent experiment infrastructure in Python to study information distortion in Agent-to-Agent communication
- Co-designed undergraduate course "Advanced AI Applications in Business" with Prof. Xin Tong, covering context engineering and multi-agent system architecture
- Developed LLM-powered image and text extraction and structured analysis pipelines for employment market research, processing job description data at scale from major recruitment platforms

#### ByteDance

Jul 2021 – Oct 2021

##### Strategy & Investments Intern

Beijing & London

- Forecasted 5-year market size and growth for global SaaS/B2B segments by analyzing 10+ databases (Gartner, Capital IQ); identified high-growth regions and actionable market entry opportunities for enterprise product teams
- Conducted EDA industry deep-dive, synthesizing earnings calls, expert interviews, and oral histories to identify success factors

### PROJECTS

---

#### Micro Distance Education—A nonprofit helping high school students explore who they want to become

Dec 2014 – Jul 2025

##### Cofounder

- Designed and iterated a 5-day liberal arts education program from 0→1 for underserved high school students
- Led product design based on post-event survey feedback; 35% of 2000+ participants reported clearer career direction
- Designed cross-department collaboration workflows and decision-making systems, establishing democratic governance that improved team cohesion and execution efficiency. Coordinated 100+ speakers, 30+ sponsors (1M+ RMB raised), and scaled operations to 40 staff across 4 cities.

#### Flare -- Present Native macOS menu bar tool for heavy terminal-based AI agent users (Claude Code / Codex)

March 2026

- Addresses the cognitive overhead of locating, switching between, and contextualizing multiple terminal windows in multi-agent AI coding workflows. Functions as a Spotlight for agent sessions — providing a global hotkey to instantly index session histories, real-time status, and context previews across multiple AI coding agents, with semantic search and one-click navigation to reduce attention fragmentation
- Built with Swift 6, AppKit, SQLite

#### Claude Code Onboarding — Interactive course for non-technical users and teams adopting AI coding tools

March 2026

- Designed to onboard non-technical users to Claude Code, covering key shortcuts, distinctions from browser-based chat interfaces, and foundational concepts such as context windows, with course content and hands-on tasks dynamically tailored to each user's profession, AI experience level, and learning goals.
- Built on Claude Code Skills; a single prompt launches the full course, automatically clones the relevant repository, and begins the learning sequence.

*Explored & Killed:* AI-powered Minecraft English tutoring for students, Local AI wrapper with Kanban-based multi-agent deployment management (Linear-style interface for managing AI agents), Screenshot-to-notes and calendar reminder app

### SKILLS & INTERESTS

---

- Product & Business:** Product Strategy, Product Design, Enterprise PoC & Pilot Design, User Research, Competitive Landscape Analysis, Market Sizing, KPI Definition, Data Analytics
- AI:** vibe coding, RAG, Harness engineering, SQL, Stata
- Interests:** Photography, Wing Chun, Brazilian Jiu-Jitsu, Drums, Fingerstyle Guitar, Hiking, Reading

### EDUCATION

---

#### Tsinghua University

2022 -2023

##### Schwarzman College, Master of Global Affairs

- Schwarzman Scholar (full scholarship, 7th cohort); Outstanding Dissertation Award Dissertation analyzed internship and employment data across students of different family backgrounds, studying the correlation between cultural capital and employment outcomes

#### London School of Economics

2018-2022

##### BSc Economics

- First-Class Honors; Sciences Po Paris Exchange (Erasmus scholarship, 10 places for 3000+ LSE undergraduates)