

# Wentao Luo (Michael Lo)

Los Angeles, CA | (323) 696-5635 | [mlo.mob0828@gmail.com](mailto:mlo.mob0828@gmail.com) | [linkedin.com/in/wentao-luo-52b722237](https://www.linkedin.com/in/wentao-luo-52b722237)

## EDUCATION

### University of California, San Diego (UCSD)

*Economics (Bachelor): GPA 3.6/4.0*

Relevant Courses: Econometrics, Vector Calculus, Decisions Under Uncertainty, Public Economics, etc.

Honors: UCSD Provost Honors

San Diego, CA

June 2021 – Mar 2023

### University of California, Santa Cruz (UCSC)

*Business Economics (Bachelor): GPA 3.84/4.0*

Honors: UCSC Undergraduate Dean's Award (\$25,000), UCSC Dean's Honor

Santa Cruz, CA

Sep 2019 – June 2021

## PROFESSIONAL EXPERIENCE

### Community School of Art Foundation | Business Analyst

Los Angeles, Dec 2023 – Present

- Researching, identifying, and applying for grants that closely aligned with the foundation's mission, securing over \$200,000 in additional funding.
- Leveraging SQL to design database schema and compute business metrics for 30k+ records based on ad-hoc requests, Identifying and analyzed trends in company fund-raising within the Los Angeles area.
- Synthesizing performance data from 24 team members and built and maintained internal reporting trackers on operational metrics to increase team efficiency, distribute tasks, lower costs, and communicate progress toward goals to management.

### Hirebeat | Business Analyst Intern

Jersey City, August 2023 – Nov 2023

- Conducted data analysis and built models ranging from OLS to natural language processing, on a database of 500+, resulted to a 30% improvement in candidate matching accuracy and a 25% increase in successful hires.
- Improved the firm's recruiting platform through data collection, annotation, visualization, and decision-making. Utilized tools such as Python, Tableau, MySQL, etc
- Implemented automation solutions to streamline platform functionality, resulting in a 40% decrease in time-to-hire for clients for administrative tasks such as job posting, interview scheduling, and follow-ups.

### Fan-Fan | Business Analyst

San Diego, Nov 2022 – Apr 2023

- Developed and implemented a new marketing strategy which boosted sales by 75% within a year.
- Investigated the survey data collected from over 500+ customers to understand customer satisfaction factors, proposed promoting strategies to attract more customers, and created marketing materials to increase operating income.
- Initiated an anniversary membership program, driving the enrollment of 300+ customers and bolstering business revenue by an impressive 60%

### Brain Power Co. Ltd. | Information Collector and Analyst

Shenzhen, July 2022 – Sep 2022

- Investigated the investment opportunities of hybrid work related market under the impact of the epidemic. Summarized and interpreted 50+ national industrial policies related to the market. Conducted macroeconomics analysis and market analysis.
- Gathered financial and operating data of 600+ newly issued stocks and performed the precedent transaction analysis using Excel VBA.

## OTHER EXPERIENCE

### CBS Stock Investment Competition

Jan 2024 - Feb 2024

- Utilized Efficient Frontier-based analysis to construct optimized portfolios, with a focus on financial and consumer discretionary sectors. Applied bottom-up equity research methods and risk management methods, leading to a remarkable 56% total return, outperforming the S&P 500 by 52.34%. Additionally, secured second place in the CBS Investment competition.

### Investment Opportunities Reports

June 2021 – Present

- **Cryptocurrency Market:** Crafted a comprehensive cryptocurrency industry report, outlining key characteristics including limited liquidity and recession resilience. Analyzed the impact of US monetary policy on the crypto market and forecasted industry trends. Explored regulatory risks and provided insights into investment logic and timing.
- **Energy Storage Market:** Pitched 4 stocks from the energy market and summarized some fundamental analysis in write-ups including company backgrounds, operating performance, business opportunities, and risks.
- **REITs:** Generated industry report about REITs to potential investors, described several investment reasons (its relationship with Fed's rates hike and economic cycle, limited liquidity, stability, etc.), and provided short-term option trading strategies and their advantages.

### Children's Health Insurance Program (CHIP) Project

Sep 2022 – Dec 2022

- Analyzed the CHIP's characteristics and its current progress in practice from both micro- and macro-economic perspectives.
- Understood its impacts on housebeing through both conceptual framework and empirical utility models. Utilized difference-in-difference (DID) and instrumental variables (IV) approaches to control for variables that are correlated with error term in OLS model.

### CIS (Cathaypath Institute of Science) Econometrics Research Project

Oct 2020 – May 2021

- Assisted Professor Petra Todd, a famous economist, in collecting 100+ groups of data, and helped constructed the OLS model in R to analyze the topic "Effects of Gender on Students' Test Scores in Progres". The results were presented at the 2021 International Conference on Modern Management and Education Technology (MMET 2021) and the paper was published on online journal.
- As the group leader of this program, I gained experience in team management, research, and hands-on exploration of economics.

## SKILLS & LANGUAGE

- **Skills:** SQL(Proficient), MS Office with Excel VBA (Proficient), Python (Proficient), Data Analysis, Machine Learning

