

BENJAMIN (SONGHAO) MA

Graduate Student from UC San Diego

looking for a skill related job (Business & Marketing Analysis related).

EDUCATION

- 2025-2027

University of California, San Diego

M.S. Business Analytics

San Diego, USA
- 2020-2024

University of California, San Diego

B.S. Business Economics

San Diego, USA
- 2023

University of Edinburgh

Study Abroad

Edinburgh, UK

PROFESSIONAL EXPERIENCE

- 12/2024-07/2025

GTM Data Scientist

Tymeline

Austin, USA

- Led GTM strategy and product launches with data-driven planning.
 - Conducted market research and ROI analysis to optimize targeting.
 - Applied clustering and A/B testing to analyze trends and behavior.
 - Built dashboards and marketing assets to drive visibility and engagement.
- 09/2024-12/2024

Data Scientist, intern

Tymeline

Austin, USA

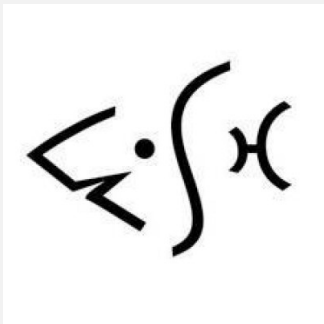
- Go-to-market strategy development and product launches.
 - Market research to identify opportunities and assess impact.
 - Customer segmentation, ROI, and market analysis.
 - Analyzed trends and customer behavior for data-driven decisions.
 - Built marketing materials helps campaigns, boost visibility and engagement.
- 04/2024-07/2024

AI Training for Marketing Research, freelance

Outlier AI

San Francisco, USA

- Trained AI models for customer segmentation using Python and scikit-learn.
 - Built scripts to identify high-value customers and improve model accuracy.



CONTACT INFO

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For more information, please
contact me via email.

SKILLS

Programming & Data Tools
Python (NumPy, Pandas, scikit-learn, XGBoost, Matplotlib, Seaborn), R/RStudio, SQL (MySQL, PostgreSQL, BigQuery), Snowflake, Jupyter Notebook, STATA, SAS

Data Visualization
Tableau, Power BI, Excel, Looker, Zoho Analytics

Machine Learning & Analysis
Regression (Linear, Multiple, Multinomial Logit), Clustering, A/B Testing, Hypothesis Testing

Project & Campaign Management
Jira, Linear, Asana, Salesforce, Microsoft Office (Excel, Word, PowerPoint)

Web & Analytics Platforms
Google Analytics, Facebook Business Suite, BigQuery

04/2024–
09/2024

● **Business Analyst, Intern**

Entropy Technologies

📍 Remote, Australia

- Analyzed and visualized market data for segmentation and campaign strategy.
- Built business maps and dashboards using Tableau.
- Optimized ad landing pages, increasing click-through rates and traffic.

11/2023–
03/2024

● **Sales Data Analyst, Intern**

Camal Group

📍 Remote, USA

- Sourced and analyzed prospect data to support sales targeting and strategy.
- Created weekly trade reports and identified high-potential leads.
- Closed multiple deals and exceeded performance benchmarks.



VOLUNTEER EXPERIENCE

11/01/2020–
08/01/2021

● **United Nations Volunteer Program (Goodness and Mercy Missions)**

-Participated in non-profit organization -Developed marketing strategies with team. -Negotiated fundrasing with government agencies and global institutions. -Awarded with a certification

📍 New York, USA

11/25/2020–
03/25/2021

● **United Nations Volunteer Program (Cameroon Association of Active Youths)**

-Assisted facilitating donations from institutions -Led a safety equipment's advisory group. -Cleaning donation data -Using data visualization tools for weekly project evaluation. -Received a certification and letter of appreciation.

📍 New York, USA