Qing Luo

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EDUCATION

Cornell University, ***Master in Statistics*** (GPA: 3.613), Ithaca, NY — May 2015

Central University of Finance and Economics, ***B.S. in Statistics*** (GPA: 85), Beijing, China — June 2014

Uppsala University, ***Exchange Student***, Uppsala, Sweden — August 2012-January 2013

RELEVANT COURSES

Machine Learning for Data Science • Data Mining • Big Data Management • Bayesian Data Analysis • Linear Models with Matrices • Database with DBMS • Statistical Computation with SAS • Probability & Statistics • Multivariate Statistics • Sampling Techniques • Stochastic Process • Econometrics • Time Series Analysis

RELATED EXPERIENCE

KMK Consulting Inc., Morristown, NJ — January-May 2015

Project analyst

- Evaluated how drug sales increase by different types of promotional activities on 2 million physicians
- Developed Zero-inflated Poisson Regression Models using SAS, tested other possible statistical models including Simple Linear Regression Models, Logistic Regression Models and Negative Binomial Models
- Visualized the relationships between each promotion and its drug sales effectiveness by ROI curves
- Segmented the physicians by regions and specialties, conducted analysis for each segmentation
- Performed data integrations and managements on 5 big and imperfect datasets using SQL
- Wrote a 75-page report, made a 30-minute presentation to the clients

The Nielsen Company, Beijing, China — June-September 2013

Quantitative Analyst Intern*, Consumer Research Department FMCG Quantitative Team*

- Studied consumer behavior in the project of Ting Hsin International Group: Investigated 60,000 consumers, analyzed over 500 features of their buying behaviors on 31 different types of beverages, compared the consumers preferences with the records of either Ting Hsin itself or its competitors
- Investigated 'The Most Potential Metropolis in 2014' in the project of Xinhua News Agency: Researched over 2000 CEOs worldwide, analyzed their investment confidences of 31 metropolises, including the industrial environments, financial backgrounds, political policies, abundance of talents and etc.
- Utilized EzQuest to generate online questionnaires, tested them repeatedly, modified logic flaws
- Performed data cleaning, diagnosed the missing values, spelling and language errors

ACADEMIC EXPERIENCE

Kaggle Competition: ' Sequence Modeling – Speech Recognition' — May 2015

Cornell University, Department of Computer Science

- Identified the words (7 in total) being spoken given the speech data for a particular word utterance
- Estimated 7 Hidden Markov Models (HMMs) for the 7 words consisting of different states of phonemes
- Fitted Gaussian Mixture Models for each state of each word to determine the initial inputs in HMMs
- Adjusted the parameters through cross-validations, gained 95% accuracy in the end

Kaggle Competition: 'Which Legislation Were the Speeches Debating about?' — April 2015

Cornell University, Department of Computer Science

- Relabeled 2,740 speeches into "For" or "Against" and 38 legislations which they originally belong to
- Performed random projection and spectral clustering algorithm to reduce dimensions of two big dataset
- Implemented CCA on the two reduced datasets, found out the most correlated columns in both datasets
- Utilized K-means clustering, gained 100% and 96% accuracies respectively

Prediction of Concrete Compressive Strength — February-May 2013

Central University of Finance and Economics, Department of Statistics and Mathematics

- Predicted Concrete Compressive Strength of buildings in Sichuan Province(earthquake active area)
- Applied LASSO and LARS in R, performed variable selection and parameter estimation

Political Election in Sweden — November 2012

Uppsala University, Department of Statistics

- Developed Logistic Regression to identify prominent variables influencing the votes of 3,000 citizens
- Divided the dataset into test set and training set, examined the accuracies of predictions

SPECIALIZED SKILLS

Technics: SQL, SAS, R, Python, Matlab, Hadoop, Linux, GitHub, C(Certified), E-views, SPSS, Microsoft Office

Languages: Proficient in English and Mandarin Chinese; Basic in Swedish

Certification: SAS Basic Programming Certificate — November 2014