

# Yanyan (Dora) Deng

New York, NY | 516-652-8341 | [doradeng629@gmail.com](mailto:doradeng629@gmail.com) | <https://www.linkedin.com/in/yanyan-dora-d-8177761a2/>

Open to H-1B transfer or 2026 sponsorship

## SUMMARY

I am a strategic Data Analyst with experience in **data science, ETLs, and business intelligence**. Proficient in **qualitative and quantitative analysis** to improve business performance, **utilizing SQL, Python, R, PowerBI, SAP, machine learning & AI, and cloud technologies (Azure, Snowflake)** to drive **Sales & Operations Planning, supply chain management, financial analysis, inventory management, demand planning, logistics optimization, order fulfillment, customer relationship management, and cost-saving strategy**. At Siemens Healthineers and Gree, I led initiatives that improved forecasting accuracy, streamlined master data, and reduced lead times—delivering measurable data-driven impact. I am excited to leverage my analytical, AI technical, and interpersonal skills to develop business efficiency.

## EXPERIENCE

### Gree Commercial USA– World's largest AC Manufacturer

New York, NY

#### Senior Data Analyst – Sales & Operations

Apr. 2025 – Present

- Implemented machine learning models in **Python** for **sales forecasts**, achieving **95%** accuracy and automating processes that saved **6hr/week** of manual work
- Delivered geospatial and hvac-type analysis using **Spark SQL** and **Power BI** to support S&OP strategy meetings, contributing to a **projected 13% increase in North American revenue**
- Conducted **root cause analysis** that utilized **generative AI** to ensure operations align with geopolitical policy, eco-friendly purchasing, cost-saving, and risk mitigation strategies

### Cerebral Artery LLC

Jersey City, NJ

#### Financial Data Analyst

Oct. 2023 – Apr. 2025

- Developed and maintained the company's financial plans and forecasts, including creating budgets, conducting variance analysis, and improving cost optimization and revenue maximization by **20%** a year
- Utilized **SQL** and **Tableau** to ensure data accuracy and presented monthly financial **P&L reports**, dashboards, and KPIs

### Siemens Healthineers - Fortune 500 Healthcare

Tarrytown, NY

#### Data Analyst – Sales & Operations, Supply Chain Management

Aug. 2021 – Aug. 2023

- Owned master data** by developing an automated **ETL pipeline** of 60M+ rows of data using **SQL** and **Azure** to reduce CRM downtime by 70% (from 30 mins to 9mins)
- Built a data warehouse with **Snowflake** and implemented **PowerBI dashboards**, facilitating lead time by 15% of inventory
- Improved demand forecasting accuracy** for a **\$1M** lab diagnostics segment by refining time-series algorithms with **8+** predictive metrics in quantitative analysis, while aligning production with customer demand and resource planning
- Collaborated with cross-functional teams** to uphold **100% data integration**, ensuring monthly **SOPs of Sales & Operations Planning** (demand planning, inventory planning, and logistics tracking) for cost-effective production

### NYU Langone Fenyo Lab

New York, NY

#### Data Science Research Assistant Intern

Oct. 2020 - Feb. 2021

- Implemented **Correlation, Significant level in R studio** and **Pandas in Python** to formatted distributor data and recognize **450** mutant genes in **30k** raw dataset
- Created scientific basis for biologists, leading scientists to explore unique diseases by **visualization** tool in R studio

### Deloitte - NCAA March Data Crunch Madness Competition

New York, NY

#### Data Scientist

Jan. 2020 - May. 2020

- Predicted winning team of each game in 2020 NCAA with accuracy over 75% and log loss of 0.439
- Trained 17-year historical NCAA dataset with more than **150 variables** before feature selecting, tested models using **machine learning algorithms** like ANN and earned Honorable Mention (top10%) from judging panel

### Gabelli School of Business

New York, NY

#### Data Analysis Teaching Assistant

Dec. 2019 - Dec. 2020

- Collected, aggregated, and analyzed **11GBs** of Instagram data on Google Cloud to measure popularity of Product Tags using Pandas
- Built **automated visualization dashboards** by extracting data from **MySQL** server to track 50 fashion trends

### Beidou Cloud Service Co. Ltd

Qinghai, China

#### Data Analyst Intern

Jan. 2017 - Jan. 2019

- Provided competitive prices of 16 different styles of couch by writing **100+** SQL queries on MySQL to extract hundreds of rows of historical price data for California clients
- Helped design **10+** couch material keywords index for online store, added additional feature to database with **6,000+** observations and performed A/B test detect online store revision
- Doubled** client amounts in Thailand and **tripled** couch order sizes by presenting **Tableau** visualization
- Improved click-through rate **130%** by revising product keyword index, while ensuring the continuation and enhancements of online sales event

## EDUCATION

FORDHAM UNIVERSITY, GABELLI SCHOOL OF BUSINESS, NY

Aug. 2019 - Dec. 2020

**MS, Information Technology GPA: 3.9/4.0**

**Relevant Coursework:** Database Management, Data Mining, Machine Learning Application, Information System Strategy

**HOFSTRA UNIVERSITY, FRANK. ZARB SCHOOL OF BUSINESS, NY**

Aug.2017 - May.2019

**MS, Finance GPA: 3.6/4.0**

**Relevant Coursework:** Financial Analysis and Planning, Advanced Statistical Modeling in Finance, Advanced Applications in Risk

**Xi'an PETROLEUM UNIVERSITY, China**

Aug.2012 - May.2016

**BS, Engineering GPA: 3.7/4.0**

**Relevant Coursework:** Advanced Mathematics, Linear Algebra, Probability and Mathematics Statistics

**Skills**

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- **Programming & Scripting:** SQL, Python, Spark, R, JavaScript, Relational Database, Generative AI, and Machine Learning/AI for automation (regression analysis, correlation, variables selection, and deep learning applied to forecasting)
- **Cloud computing:** Snowflake, AWS, Azure, Google Cloud Analytics
- **Visualization & Service platforms:** Tableau, Qlik, PowerBI, PowerApps, SAP ERP, MS Excel, MS Office
- **Business Management:** S&OP sales operations planning, demand forecast, inventory management, logistics optimization, distribution network, order fulfillment, customer relationship management, strategic planning, supply chain sustainability, blockchain, and financial controls
- **Soft skills:** Geospatial analysis, analytical insights, advanced communication, team problem-solving, and presentation abilities

**Certification & Language**

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- Career Essentials in Generative AI by Microsoft and LinkedIn (2024)
- AWS Storage and Data Management (2024)
- Azure Spark Databricks Essential Training (2024)
- CSCMP Supply Chain Foundations: The Essentials Profession Certificate (2024)
- Google Analytics Individual Qualification (2021)
- Fluent in English, and Chinese Mandarin; Intermediate in Japanese