

# Junjia Ren

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**PROFESSIONAL EXPERIENCE**

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**Intern, Beverly Hills Auto Brokers** | Los Angeles, California 2024.12—2025.05

- Built **SQL-based dashboards and Excel financial models** to support inventory and revenue planning across 200+ SKUs
  - Conducted market segmentation analysis on **5,000+ customer profiles** to inform pricing strategy of luxury used cars
  - Used Tableau to create dashboards **visualizing 12,000+ rows of sales and inventory data**
  - Identified three high-margin customer segments, **increasing average transaction value by 26%**

Health Data Analysis Intern, Hutao Tech, Department of Marketing || Beijing, China 2023.11—2024.02

- Applied **deep learning techniques** (e.g., Vision Transformer and BERT-based models) in Python to jointly analyze pathology images and textual reports for tumor classification
  - Contributed to the development of an **AI-assisted diagnostic system** and evaluated its performance under different modeling assumptions
  - Collaborated with product and clinical teams to explore decision-support use cases for future deployment
  - Validated model on **5,000+ annotated cases**, achieved **91% classification accuracy** on histopathology data, **outperforming baseline by 12%**

IT Auditing Intern, Ernst & Young || Beijing, China 2023.07—2023.10

- **Completed the statistics of system information**, checked the audit status in 2022 with the head of systemaudit group, and collected ITAC statistics of part of the system
  - Integrated the ITGC audit requirements in 2023 according to the requirement in 2022, and connected with the person in charge of each system in 2022 to confirm the current situation and audit requirements; completed the ITGC audit demand list integration of Baidu's 63 systems in 2023

Business Analysis Intern, Sinovation Ventures || Beijing, China 2023.05—2023.07

- Participated in a **digital transformation consulting** project for a leading industrial automation client; conducted competitive benchmarking and analyzed internal data to identify growth bottlenecks
  - Defined **three high-potential user personas** based on interviews and CRM data analysis, highlighting unmet needs across mid-sized manufacturing clients
  - Proposed actionable go-to-market adjustments (e.g., partner-driven channels, product bundling), which were later adopted by the client and led to a **25% increase in client engagement** during pilot phase

Industry Analysis Intern, Hutao Tech, Department of Marketing || Beijing, China 2022.06—2022.09

- Researched the **development trend** of the medical technology industry and investigated the industry chain
  - Set 10 large-scale CRO companies (e.g., Tigermed, Labcorp, and IQVIA) as representatives to analyze the **medical technology industry competition pattern**; conducted financial analyses, calculated human-efficiency ratio, etc., to output industry research reports
  - Took account of the design and writing of the industry research proposal
  - Participated in **multi-channel communications** with clients, the investment bank, and third-party partners to discuss the project progress and develop healthy cooperative relationships
  - Produced a **20-page industry insights report** adopted by the investment team for due diligence

## EDUCATION BACKGROUND

**Beijing Jiaotong University, School of Economics and Management** **TOP10%** Beijing, China  
**Bachelor of Science in Secured Information Management** 2020.09—2024.06

## **CONTEST & RESEARCH EXPERIENCE**

## The Gains from Online Integration: Evidence from County-Level Panel Data in China

*Cooperative Project by Peking University, University of California-Berkeley, and Columbia University*

2021.10—2022.04

- Responsible for collecting the data on the informatization construction status of 34 provincial governments.

- China College Students' 'Internet' Innovation and Entrepreneurship Competition**

# China College Students' Internet Innovation and Entrepreneurship Competition

### *Team Leader*

2023.04—2024.03

- Proposed the conceptual business model of an **Internet medical escort business plan**
  - Carried out the financial forecast for the future three years, covering the estimation of cost, profit, interest rate, etc., and developed completed financial statements
  - Coordinated the team to **develop a system** as the working result and attended a contest
  - Had a **commercialization contract** with the company to transfer of intellectual property
  - The project finally received **an investment of 100,000 RMB** and won the **National First Prize**

## SKILLS

**Language Abilities:** Chinese (native speaker), English (business communication)

**Programming:** Python, SQL, Java, R

**AI/Agent Tools:** OpenAI API, LangChain, TensorFlow

## Data & Visualization: Pandas, Excel, Tableau, matplotlib

**Other Tools:** Git, VS Code, Photoshop, Premiere Pro