Aoqin Yan

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Education

University of Pittsburgh   **Pittsburgh, PA**
- *B.S. in Finance, B.S. in Business Information Systems, B.A. in Philosophy*   *Sep 2020 - May 2025*
- *Certificate Program in Business Analytics, Minor in Economics*
- *Overall GPA: 3.55 / 4.0 (Top 30%)*
- *One-year Study Abroad Program: Fudan University, Overall GPA: 3.92 / 4.0 (Top 1%)*

Work Experience

EY-Parthenon   **Shanghai, China**
Strategy Analyst Intern   *Jun 2023 – Sep 2023*
- Demonstrated business models of 5 iconic cases in Chinese new media industry, including attraction to creators, algorithms, and live commerce.
- Analyzed key successful drivers of TikTok, Kwai and Red, and conducted the industry report.
- Modeled and visualized Gen-Z's digital engagement and content preferences with Excel and extracted user habits.
- Evaluated the potential market shares and user portraits of 2 media platforms and provided strategies on market expansion.

China Capital Management Co., LTD   **Shenzhen, China**
Equity Research Analyst Intern   *Jun 2022 - Sep 2022*
- Delivered return projections for 3 REITs and their bond prospectus with organized WACC, DCF, and other detailed sheets in Excel.
- Published 2 in-depth reports of the Chinese real estate industry monthly, including one on the liquidity crisis of Evergrande.
- Performed CCA and sensitivity analysis covering 6 local real estate enterprises.
- Evaluated proposed investment prospects and real estate policy news daily with the Portfolio Manager.

Fudan University   **Shanghai, China**
Research Assistant   *Apr 2021- Jun 2021*
- Analyzed 5 portfolio strategies in the Chinese stock market in the past 20 years under guidance of professor at Fudan University.
- Utilized Excel's Solver tool and functions to optimize portfolio allocations based on risk-return parameters.
- Visualized results with graphs in Excel and utilized CNNs in Python to interpret the patterns of each portfolio strategy.

Academic Experience

Data Analysis Project: Bank Customer Churn Prediction with Machine Learning   **Pittsburgh, PA**
Data Analyst   *Dec 2023*
- Preprocessed a dataset exceeding 10,000 points in R with Chi-square tests and normalization for optimizing KNN performance.
- Examined the relationship between customer loyalty and account patterns to understand churn through financial behaviors.
- Implemented a KNN model, achieving 93.71% sensitivity and 92.35% accuracy in predicting potential customer churn.
- Utilized R's "ggplot" to visualize transaction data and patterns to enhance retention strategies.

The Pitt News   **Pittsburgh, PA**
Culture Writer   *Sep 2022 – Dec 2022*
- Conducted 20+ interviews with artists, authors, managers, directors, etc. on cross-cultural artforms and diversity social awareness.
- Drafted and published 10+ news articles on topics of art, culture, music, etc.

Research Project: Hong Kong's *Defense in Asian Financial Crisis in 1998*   **Pittsburgh, PA**
Project Lead and Presenter   *Nov 2021*
- Analyzed historical data, financial indices, and government reports on the Asian Financial Crisis.
- Presented the profitable speculative means on Hong Kong currency exchange rate with futures.
- Demonstrated the connected exchange rate system in HK and the defensive mechanism on its forex rate and the stock market.

Seminar: The Pittsburgh School of Philosophy   **Shanghai, China**
Lecturer   *Mar 2021*
- Analyzed the influence of German idealism and the impact of Georg Hegel to the founders of Pittsburgh School of Philosophy.
- Hosted a seminar in Fudan Philosophy Dpt. with high recognition from the author of Study at The Pittsburgh School.

Investment Experience
- Traded stocks and derivatives, including Forex Futures, Gold Index, options, stocks, convertible bonds, etc.
- Portfolio returns (non-accumulative, non-crypto): +23% in 2020, +64% in 2021, +14% in 2022, 31% in 2023, 47% in 2024.
- Crypto-related novel assets: Optimism, Arbitrum, Celestia, ENS, BTC, ETH, etc.

Skills & Interests

Technical Skills: Microsoft Office, R, SQL, Python, CFA ESG Candidate.

Interests: Investment, Clean Energy Solutions, Blockchain, Aviation, Reading, Photography, Cooking, etc.