# Jay Yeung

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## Education

### B.A. (Hons) Linguistics | University of Edinburgh                    Sep 2016 – May 2020

- Expected Grade: 1st Class (Honours)
- Bachelor's degree in Computational Linguistics jointly taught by the Schools of Informatics and Language Sciences.
- Skills: Python, Excel, Data Analysis, Natural Language Processing, Speech Processing, and Software Engineering.

## Experience

### Summer Associate | Boston Consulting Group (BCG)                    Jul 2019 – Aug 2019

- Worked on a turnaround strategy and execution case for a £20b+ global automaker.
- Gathered data and created model to track progress of a £100m+ cost-cutting programme. Prepared presentation material based on model output, which were presented to and used by the Steering Committee.
- Interviewed mgmt. and devised recommendations to improve governance structure of a 1,000+ employee business unit

### Consultant | MV Commercial                    Jun 2018 – Sep 2018

- Participated in 2 consulting engagements for a £50m automotive company, reporting directly to the Group Managing Director.
- Analysed and presented a marketing outsourcing plan and oversaw the entire procurement process. The outsourcing ultimately led to annual savings of 28% (£113,000).
- Performed root cause analysis and identified operational inefficiencies in Sales and Engineering divisions. Presented solutions projected to decrease the occurrence of vehicle delivery delays by 25%.

## Extracurricular Activities

### Founder | Clearcall.app                    May 2019 – Present

- Led team of 3 in creating an AI customer support product for the e-commerce segment.
- Interviewed by Y Combinator for a seed investment, won $7,000 in the Pioneer.app innovation competition (November 2019) and received £1,000 in university grants.
- Product now used by 4 e-commerce businesses, handling ~2,000 out-of-hours customer support calls per month, generating an estimated annual recurring revenue of $15,000.

### Research Analyst | Edinburgh University Trading & Investment Club                    Sep 2017 – Jan 2018

- Led a team of 4 in researching companies in the TMT sector and pitched Alphabet Inc. to the club's fund. The fund has since initiated a long position on the stock.
- Sector group outperformed broad indexes and other groups in the club. Awarded best performing sector group.

## Achievements

### Finalist | Y Combinator Hackathon                    Oct 2018

- Top 9 out of 100 teams. Held presentation and live demo in front of an audience of 300 and was the only non-American team to reach the grand final.
- Pitched a technology start-up idea to a panel of 6 partners at Y Combinator, including the CEO of Y Combinator and co-founder of Twitch.
- Conducted market research, held user interviews, and prepared presentation & demo in less than 24 hours.

### Winner | Manchester StudentHack VI                    Apr 2018

- 1st out of 35 student teams. Our team developed a multiplayer turn-based strategy game written in Javascript.
- Presented our project to a panel of industry specialists from Bloomberg, Github, Twilio, and Morgan Stanley.

### Winner, Morgan Stanley Challenge | University of Edinburgh Hackathon                    Mar 2018

- 1st out of 5 student teams. Our team developed an intelligent agent in Python that won a multiplayer match of Doom.

**Edinburgh Award, Enterprise** **Nov 2017**

    Awarded by the university for my efforts and achievements in developing and running a business while pursuing my studies.

**Finalist | Edinburgh Apprentice Business Competition** **Feb 2017**

- Top 5 out of 250 contestants in a week-long business competition sponsored by Accenture, HSBC, and Enterprise.
- Advised a real estate agency on solving an operational bottleneck, designed a business strategy plan for a startup, and pitched a brand-new business idea to judges with only 24 hours of preparation.

## Personal

**Interests: Motorsports, Muay Thai, Chess**

**Languages: English** (bilingual), **Chinese** (bilingual), **Spanish** (fluent), **French** (conversational)