

Chuyao (Julian) WANG

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LSE Ph.D. student with previous experience at Boston Consulting Group, FinTech, and government in analytical roles

Education

London School of Economics (LSE), 09/2022 – 07/2025

Ph.D. in Social Research Methods (Computational Social Science), full funding £170,000

Training: Computer Programming, Machine Learning, Causal Inference, Research Design

Hong Kong University of Science and Technology (HKUST), 09/2019 – 09/2022

M.Phil. in Social Science (Social Statistics), full funding HK\$430,000, GPA 3.74 / 4.3 (Rank Top 3)

M.Sc. in Global China Studies, Dean's Award, GPA 3.96 / 4.3 (Rank Top 3)

Shandong University (SDU), 09/2016 – 06/2020

B.A. in History (Economic History), GPA 88.2 / 100

Exchange Study: University of California, Los Angeles (GPA 4 / 4), University of Hong Kong (GPA 3.7 / 4)

Work Experiences

Boston Consulting Group - Part-Time Assistant, Beijing (Remote), 06/2022 – 02/2023

- **Market sizing** - estimated market sizes for consumer goods (rare proteins) from demand side bottom-up approaches, validated them with top-down ways from the supply side, yielding a 96% match in the estimation
- **Investment sourcing** - accomplished investment sourcing for 179 start-ups and biotechnology companies in 17 countries using mutually exclusive and collectively exhaustive classifications with an accuracy of 97%
- **Strategy research** - articulated the strategy-level prospects of 11 key companies via value chain analysis using a combination of economic forecasts, industry research, comparative analysis, and statistical imputation
- **Report writing** - authored 3 reports on consumer goods, forecasted the market size of a novel oil by combining 17 research reports, income distribution validated by international sources, and user portraits of similar products

Noggin HQ (FinTech for all) - Financial Analyst, London, 11/2022 – 01/2023

- **Strategy research** - optimized the framework in strategic forecasts, segmented the whole target market into 4 defined and measurable segments, and estimated segments' market sizes based on data from 12 competitors; worked directly with the founders to obtain funding from major venture capitals such as Bethnal Green Ventures
- **Financial modelling** - validated 10+ key contributors in financial modelling including revenues by segmented markets and customer acquisition costs, leading to a 164% increase in 3-year forecasted revenue

ByteDance Ltd (TikTok's parent company) - Research Intern, Beijing, 06/2020 – 09/2020

- **Top achiever as leader and collaborator** - coordinated a group of 6 in the biweekly briefing, and achieved the top 7% among 1,436 intern groups; collaborated in TikTok Research and obtained the top 5% among 4,381 interns
- **Data-driven hypothesis testing** - devised comparable measurements of compensations across 21 countries and found that TikTok's U.S. legal consultants are underpaid by 14%; suggested improving its talent pricing that expanded its legal department by 57% and contributed to the preservation of its U.S. business
- **Data management** - implemented the data management platform Menta to monitor outlier with an accuracy of 98.4%, explored data-driven insights with R, and presented to managers with a feedback score of 9.2 out of 10

National High-Tech Industry Innovation Centre - Intern Analyst, Shenzhen, 02/2020 – 05/2020

- **Quantitative and qualitative research** - interviewed 30+ experts, devised a standardized and well-validated survey across 146 sectors, analysed data from 27,000 firms, built a forecast model that was 87% accurate in finding strategic industries to invest in and still assists the discussion on the Vice-President level nowadays
- **Report writing** - drafted the 21-page Shenzhen (GDP = Chicago) Digital Economy Development Plan reviewed by 5 municipal officials, and discovered an overlooked industry that would grow by 147% in the next 3 years

Project Experiences

Eden's Ark Consulting – Venture Capital Competition Mentorships - Founder and Consultant, 11/2022 – Now

- Operated independent social media with 5000+ visits, selected 27 clients to pre-talk, and secured 14 contracts
- Supervised strategic directions, capability framing, funding negotiation, and achieved HK\$470,000 income

LSE – Wheat Equivalence Reveals Organizational Efficiencies of Giants - Researcher, 07/2022 – 10/2022

- Framed hypotheses from paradoxes, revealed revenues of organizations (= 10 Microsoft) in a novel framework
- Validated estimations with top-down and bottom-up approaches, and articulated key profitability mechanisms

Boston Consulting Group - Data Science and Analytics Virtual Experience Program, 04/2022 – 05/2022

- Examined the drivers for 170,000 client churns, and predicted the top 5% vulnerable clients with 91% accuracy
- Applied machine learning to model 700,000 transactions, and tested whether client loss is due to price sensitivity

Princeton University - Summer Institute in Computational Social Science - Project Leader, 06/2021 – 08/2021

- Selected as the 3rd panellist in Hong Kong and one of the 6% student participants among 600+ data scientists
- Led an international and multidisciplinary project with 5 peers, and won a prestigious grant (award rate < 5%)

Skills and Interests

English (full proficiency) and Chinese (Native)

R, Python, Office Suite

Venture capital competitions (won £700,000)

Tutor for 1100+ students, Mentor for 30+ clients

Regression Forecast, Causal Inference, Survey Design

Strategy game (led 11 to optimize economic mechanisms)