

Ocean Bao

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EDUCATION

HEC Montréal <i>Master of Science - Gestion logistique, des matériaux et de la chaîne d'approvisionnement</i>	Montréal, Canada 2017 - 2019
University of British Columbia <i>Bachelor of Arts - Economics</i>	Vancouver, Canada 2007 - 2011
Varndean College <i>A-Level - Business Studies, Economics, English, Maths</i>	Brighton, UK 2004 - 2007
Bellerbys College <i>GCSE</i>	Brighton, UK 2003 - 2004

EXPERIENCE

Sigtica <i>Co-Founder</i>	Toronto, Canada (Remote) Aug 2019 - Mar 2022
<ul style="list-style-type: none">• Develop backend analytical models based on machine learning with a focus on NLP (NER) and CV (object-segmentation)• Develop analytical models designated towards social sciences (econometric models)• Develop web scraping services using Scrapy (Python)• Maintain service performance and scalability issues	
JDA Software <i>Research Intern</i>	Montréal, Canada Sep 2018 - Dec 2018
<ul style="list-style-type: none">• Funded by MITACS Accelerate Program (https://www.mitacs.ca/en/programs/accelerate) under a university-company partnership while studying at HEC Montreal• Researched on product pricing prediction using machine learning methods• Modelling price time-series over console game products with data scraped from Amazon.com, including a diverse attributes and information linked to the product (metadata on product, natural language description, review data, etc)• Comparative analysis across traditional and ML/DL models such as panel-fixed-effect, ARIMA, Random Forest, against LSTM neural network• With a focus on modelling with State-Space model framework using Tensorflow Probability	
Department for International Trade (DIT), British Consulate-General Chongqing <i>Senior Trade & Investment Officer</i>	Chongqing, China Sep 2015 - Dec 2016
<ul style="list-style-type: none">• Lead on facilitating British healthcare companies to secure business deals and favourable projects in South West China (Chongqing, Sichuan, Yunnan and Guizhou Provinces) and attract high-quality Chinese FDI into the UK, in hospital build/infrastructure, medical education/training, digital healthcare, health systems development, elderly care, clinical services• Plan and manage regional strategies to deliver British commercial wins and UK-inbound FDI• Build strong relationships with critical multipliers in private and public sectors - Healthcare UK, NHS, hospitals, medical universities, Academic Health Science Networks, industry associations to feedback Chinese opportunities as well as encourage outwards enterprises to China• Identify/analyse trends and developments in both markets, key companies and deliver wins targets and form strategies with DIT, Embassy network, trade bodies and partners• Client management and pipeline building - relationships at various levels and seek opportunities to deploy senior officials to access and influence deals• Design and manage campaigns, event, government and business missions from start to end; and proactively create marketing activities via web, social media and events	
British Consulate-General Chongqing <i>Trade & Investment Officer</i>	Chongqing, China Aug 2011 - Sep 2015
<ul style="list-style-type: none">• Lead on multiple sectors (agri-food, retail and life sciences) covering Chongqing, Sichuan, Guizhou and Yunnan Provinces to facilitate British commercial wins and bring Chinese FDI to the UK• Monthly trade opportunity update, company visits, facilitate trade deals for over 40 British firms in said sectors• Research and develop market knowledge to uncover trade opportunities and understand the policy environment in both China and the UK, and capitalise commercial contacts to gather evidence to influence policy to reduce barriers• Representational activities and public speaking• Build, access and account-manage senior level relationships with UK and Chinese companies; contribute to wider corporate objectives especially around Ministerial/VIP visits, including the preparation of high-quality, "Minister-ready" briefing and speeches• Campaign design and event delivery: project manage campaigns and various types of events to target opportunities and build high value deal pipelines that win business• Develop & manage key stakeholder relationships for achieving UKTI's overall targets - China-Britain Business Council (CBBC), British industry associations, local British government and other organisations and industry bodies.• Market research - Chongqing Energy Report: key official government and companies visiting, statistics collecting and analysing, report formatting and drafting), interpreted/translated and registered various documents	