

YUJING (YUKI) ZHANG

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Motivated | Collaborative | Results Driven

SKILLS:

Statistical Skills: Regression/Classification Modeling, A/B Testing

Applications: Tableau, Excel(Advanced), SAS (Enterprise Miner), Salesforce, SAP BW, SAP BOPA, MS Visio, MS Project, Visual Paradigm

Business analytics: Marketing Analytics, Direct Marketing, Risk Management, Business Intelligence, Financial report analysis

HIGHLIGHTED ACADEMIC PROJECTS

Business Analytics with SAS:

- Designed a stock portfolio with 5-year return of 20+ market sector indices data after data gathering and cleaning.
- Found bonds between two industries stocks by Linear Regression. Clustered different industries stocks to diversify our portfolio. Design portfolio by stocks with different clusters and bonds to hedge against risk. Predicted future performance of each category with time-series model and the close to the real data of next few months.

Database Management with SQL:

- Built ERD diagram, wrote SQL language (Create, Nested query) for 9 tables and managed transaction database for a gym to help the gym update their management system from paper work with the bombing memberships.
- Created a menu-driven environment for the database system. Designed and developed data input and report forms to make it easier for the gym managers.

WORK EXPERIENCE

PROGRAMME ASSOCIATE

GLOBALSF (Jul.2016-Present)

Initiative of the city of San Francisco and the Office of Economic and Workforce | San Francisco, CA

- **Database Analysis | Database management | Reporting:** Managed databases over 6000 rows of Global SF including: official website, salesforce, constant contacts, twitter and Facebook by categorizing, cleaning, updating and reporting insights. Presented business value of our databases to win sponsorships.
- **Market Research | Business Development:** Assisted in the coordination to host Chinese business/government delegations visiting San Francisco City Hall, local companies. Conducted extensive market and company research for annual roadshow event.

INVESTMENT MANAGER

CYBERNAUT ZFOUNDER VENTURES (Jan.2018-Jul.2018)

Top eight Chinese venture capital firm investing in companies that are technology led and industry disrupters | Redwood City, CA

- **Analysis | Data Management | Due Diligence:** Collected and cleaned detailed financial data and benchmark information for due diligence report of over 10 industries and built project database to manage progress easier.
- **Risk Management:** Avoided \$1M of risk by successfully identifying several blockchain and AI projects with financial problems or misleading advertising using IT background and knowledge.
- **Communication | Relationship Building:** Developed 20+ business connections with targeted, qualified projects from incubators and other sources with good potential in finance, technology, medical or other high-tech fields

INVESTMENT BANKING DIVISION INTERN

BANK OF SHANGHAI, SHENZHEN BRANCH (Jan.2016-Jul.2016)

One of the largest banks in China | Employees-10K+ | Shenzhen, China

- **Identify Business Opportunities | Client Facing | Reporting:** Collaborated in a team of six prepared capital raising plans after financial report and official announcement and explain results to customer during business negotiations to assist in identifying new business opportunities.
- **Due Diligence | Risk Analysis:** Conducted projects due diligence and output risk analysis reports based 10-K, state of operation and industry prospect for an electronic components company. Presented results to manager and customers.

EDUCATION

- **M.S.,** Information Technology Management University of Texas at Dallas, May 2018
- **B.S.,** Finance Anhui University, May 2015
- **Relevant Courses:** Quantitative Methods in Finance, Accounting for Managers, Financial Management, System Analysis and Project Management, Statistics and Data Analysis, Database Management with SQL, Business Data Warehousing, Business Analytics with SAS, , Social Media and Business