Angela Gao

angela_gao@berkeley.edu ○ (510) 994-1980 ○ linkedin.com/in/angela-gao22/ ○ Portfolio

Education

UC Berkeley – B.S. Electrical Engineering & Computer Science + B.S. Business Administration   **May 2024**
Management, Entrepreneurship, & Technology Program (M.E.T.)

Relevant Coursework (*Graduate level):

- *Computer Graphics, Databases, *Machine Learning, *Robotics, Computer Algorithms (Python/SQL), Data Structures (Java), Computer Architecture (Machine Structures) (C, RISC-V)
- Economics, Accounting, Corporate Finance, Business Analytics, Leadership, Marketing, Pricing

Lund University - Exchange Student - Lund, Sweden   **Fall 2023**

- Human-Computer Interaction Design, Psychology and Artificial Intelligence, *Engineering Change Management

Work Experience

Applied Materials, *Santa Clara, CA*   **July 2024 - Present**
Product Manager - New Service Product

- Analyzing data using SQL/Pandas to identify upsell opportunities, resulting in 500k+ contract lifetime revenue
- Leading the go-to-market strategy for new service product, reduced launch timeline by 6 months and generating $200K+ in qualified pipeline pre-launch with a focus on cost sensitive customer segments
- Working with legal to ensure compliance with changing trade regulations for product launches
- Solve customer problems by delivering AI-based analytics solutions, optimizing sensor placement and identifying valuable signals, improving adoption by 10%
- Communicating with internal and external stakeholders across Europe/North America as product marketing focal, collecting feedback and creating positioning materials that reduced sales cycle

Estee Lauder Companies, *Long Island City, NY - Hybrid*   **June 2023 - August 2023**
Product Manager Intern

- Designed and launched an internal AI analytics dashboard that translated natural language queries into SQL
- Participated in product discovery through user interviews across cross-functional teams to identify pain points, prioritize features, and shape product roadmap based on data analysis (SQL, Python)
- Delivered presentations to VPs on the ROI and cost saving across organization of AI-powered analytics dashboard

Affinity Solutions, *Remote*   **July 2022 - August 2022**
Product Manager Intern

- Developed the roadmap for analytics and prediction model product using credit card spending data
- Collaborated with engineering, design, sales, marketing, and account teams to document the company data ETL pipeline and identify product opportunities by forecasting usage and calculating market size

Leadership & Activities

Young Professionals Network (YPN) ERG – Applied Materials   **October 2024 - Present**
Treasurer

- Automated budget tracking and reporting using AI workflows, reducing man hours from 15 to 2
- Secured additional $15K funding for signature event week by presenting ERG impact and engagement metrics to senior leadership

Stroke Patient Remote Physical Rehabilitation in Augmented Reality   **February 2023 - May 2024**
AR/XR Research Assistant

- Connecting virtual avatars with AI for live interactions by capturing user voice input, feeding into an LLM (machine learning model), and using text/lip-syncing packages (Python, Unity)
- Dynamically animated humanoid avatar using Python within Autodesk Maya, responding to randomized objects

3D Modeling and Animation Club - UC Berkeley   **June 2021 - May 2024**
President

- Orchestrated Berkeley's inaugural Technology & Art Exhibition, coordinated with university admin, six art and tech clubs and attracting 300 attendees; applied and received $1000 in grant for the event

Skills: Python (advanced), SQL (advanced), Java, HTML, CSS, Tableau, Pandas, Figma, Mixpanel, Cursor, Replit, Claude code

Affiliations: Rewriting the Code (RTC), Society of Women Engineers (SWE), Association of Women Engineers (AWE)

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Work Experience

Applied Materials, *Santa Clara, CA*   **July 2024 - Present**
Product Manager - New Product
- Analyzing data using SQL/Pandas to identify upsell opportunities, resulting in 500k+ contract lifetime revenue
- Leading the go-to-market strategy for new service product, reduced launch timeline by 6 months and generating $200K+ in qualified pipeline pre-launch with a focus on consumer electronics customer segments
- Finetuned and delivered AI-based analytics solutions to clients by optimizing sensor placement and identifying most valuable signals, improving adoption and increasing analytic product penetration by 10%
- Managed spares planning by partnering with hardware and manufacturing groups, optimizing inventory of critical components to support new hardware deployments and minimize downtime during device ramp-up

Estee Lauder Companies, *Long Island City, NY - Hybrid*   **June 2023 - August 2023**
Product Manager Intern
- Designed and launched an internal AI analytics dashboard that translated natural language queries into SQL
- Conducted user interviews across cross functional teams to identify pain points, prioritize features, and shape product roadmap based on data analysis (SQL, Python)
- Synthesized UI design into software development roadmap and led meetings with engineering/business
- Delivered presentations to VPs on the ROI of the AI-powered analytics dashboard

Affinity Solutions, *Remote*   **July 2022 - August 2022**
Product Manager Intern
- Developed the roadmap for analytics and prediction model product using credit card spending data
- Collaborated with engineering, design, sales, marketing, and account teams to document the company data ETL pipeline and identify product opportunities by forecasting usage and calculating market size

Leadership & Activities

Young Professionals Network (Applied Materials Employee Resource Group)   **October 2024 - Present**
Treasurer
- Managing budget planning and resource allocation for organization-wide initiatives, collaborating with diverse cross-functional stakeholders and ensuring fiscal responsibility across a network of 500+ early-career professionals.

Stroke Patient Remote Physical Rehabilitation in Augmented Reality   **February 2023 - May 2024**
AR/XR Research Assistant
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- Human-Computer Interaction Design, Psychology and Artificial Intelligence, *Engineering Change Management

Work Experience

Applied Materials, *Santa Clara, CA*   **July 2024- Present**
Growth Product Marketing Manager - New Service Product
- Analyzing data using SQL/Pandas to identify upsell opportunities, resulting in 500k+ contract lifetime revenue
- Leading go-to-market growth strategy for new service product, supporting new product launch by identifying opportunities and generating leads worth 200k+
- Building and implementing AI data analytic products at customer sites, increasing contract penetration by 10%
- Working as product marketing focal for customer accounts across Europe/North America, leading to 75%+ new product adoption for existing accounts and tracking KPIs

Estee Lauder Companies, *Long Island City, NY - Hybrid*   **June 2023- August 2023**
Product Manager Intern
- Led the product design/development of natural language model to SQL internal analytics dashboard
- Prioritized feature development based on user interviews and data analysis (SQL, Python)
- Synthesized UI design into software development roadmap and led meetings with engineering/business
- Delivered presentations to VPs on the ROI of the AI-powered analytics dashboard

Affinity Solutions, *Remote*   **July 2022 - August 2022**
Product Manager Intern
- Developed the roadmap for analytics and prediction model product using credit card spending data
- Collaborated with engineering, design, sales, marketing, and account teams to document the company data ETL pipeline and identify product opportunities by forecasting usage and calculating market size

Prelim - Y Combinator S17 - Fintech Startup, *Remote*   **June 2021 - August 2021**
Marketing Operations Intern
- Worked with CEO to generate leads, presented product solutions to customers
- Produced marketing materials, including demo videos, publications, and one-pager, using Figma

Leadership & Activities

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AR/XR Research Assistant
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Work Experience

Applied Materials, *Santa Clara, CA*　　**July 2024- Present**
North America/Europe Account Product Manager - New Service Product
- Managed sales/business development relationships across North America and Europe, identified and qualified upsell opportunities using SQL and Pandas, generating over $500K in new contract lifetime revenue within managed accounts.
- Delivered tailored product demonstrations and technical consultations at customer sites, aligning AI data analytics solutions to client business needs and increasing contract penetration
- Collaborated cross-functionally with engineering, marketing, and sales teams to align customer challenges with technical solutions, ensuring customer satisfaction and adoption.

Estee Lauder Companies, *Long Island City, NY - Hybrid*　　**June 2023- August 2023**
Product Manager Intern
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Leadership & Activities

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Affiliations: Rewriting the Code (RTC), Society of Women Engineers (SWE), Association of Women Engineers (AWE)

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Education

UC Berkeley – Management, Entrepreneurship, & Technology Program **Expected May 2024**
Dual Degree: B.S. Electrical Engineering & Computer Science/B.S. Business
Relevant Coursework:kfdlfjkasdf
- Computer Science 61A: Structure and Interpretation of Computer Programs (Python/SQL); CS 61B: Data Structures (Java); CS 61C: Great Ideas of Computer Architecture (Machine Structures) (C, RISC-V)
- CS 70: Discrete Mathematics and Probability Theory
- CS 184: Foundations of Computer Graphics (Spring 2022)
- Electrical Engineering 16B: Information Devices and Systems Design II
- Electrical Engineering 120: Signals and Systems (Spring 2022)

Pleasant Valley High School - Chico, CA Class of 2020

Skills

- Proficient in Python, Java, C, HTML, CSS; familiar with SQL, Scheme, RISC-V
- Proficient with Autodesk Maya, Figma, DaVinci Resolve, Jira, Agile framework, Microsoft/Google Suite
- Languages: Chinese - advanced in typing, reading, proficient in speaking and listening; French - basic proficiency

Projects & Experience

Prelim – Y Combinator S17 – Fintech June 2021 - August 2021
Business Development Intern – Remote
- Researched various topics in banking and fintech for writing blog posts
- Coded blog site template based on wireframe by team designer using HTML, Javascript, CSS
- Created marketing materials such as demo videos, publications, one-pager for the company using Figma
- Monitored usage using Mixpanel and provided usage reports
- Mentored by designer and CTO for product management experience

Savitude February 2021 - May 2021
Independent Contractor - Consultant
- Collaborated with a team of 4 to improve UI/UX of a fashion design online studio by conducting user research and improving existing wireframe
- Presented different areas of improvement by coding different versions of modules using React

Activities

M.E.T. Student Board October 2021 - Present
Admissions & Marketing Committee Member
- Organized marketing events such as Reddit AMA and Instagram takeovers to inform high school applicants about M.E.T., monitoring viewership data and make informed decisions based on it
- Working on welcoming the new cohort by planning events, merchandise, and personalized videos

3D Modeling and Animation Club - UC Berkeley June 2021 - present
Treasurer
- Organize fundraisers and communicate with club members for participation
- Currently gathering feedback and redesigning club website, first using Figma to wireframe then implement changes

Hobbies & Interests

- Kpop MV production, dance, anime, detective shows, piano, coming-of-age stories

3D Animated Shorts done in Autodesk Maya

Fleeting Sept 2021 - Dec 2021
Project Manager
- Manage project timeline and make sure the project is complete on time
- Oversee communication between team members and that the vision of the director is carried out

Pandora ([Watch here](#)**!)** January 2021 - May 2021
Team Member
- Collaborated with a team of 4 to create a minute long animated short

– Involved in every part of the pipeline including character design, shading, rigging, animation, lighting, effects and post-production

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Education

UC Berkeley – Management, Entrepreneurship, & Technology Program   **Expected May 2024**
Dual Degree: B.S. Electrical Engineering & Computer Science/B.S. Business
Relevant Coursework:
  ➢ CS 184: Foundations of Computer Graphics, CS 186: Databases, EECS106A: Robotics
  ➢ CS 189: Machine Learning
  ➢ Computer Science 61A: Structure and Interpretation of Computer Programs (Python/SQL); CS 61B: Data Structures (Java); CS 61C: Great Ideas of Computer Architecture (Machine Structures) (C, RISC-V)
  ➢ UCBUGG: 3D Modeling and Animation, Theater 175A: Scenography: Lighting Design for Performance

Lund University - Exchange Student - Lund, Sweden   **Aug 2023 - Dec. 2023**
Human Computer Interaction Design, Psychology and Artifical Intelligence, Engineering Change Mangement

Pleasant Valley High School - Chico, CA   Class of 2020

Work Experience

Applied Materials, *Santa Clara, CA*   **July 2024- Present**
Product Manager
- Analyzing data using SQL/Pandas to identify upsell opportunities, resulting in 600k+ contract revenue
- Visiting customers in Europe/North America/Asia and ranking/prioritizing high value problems to develop new service products for panel packaging tools; making technical marketing material for sales and account team to close contracts
- Conducting market research to strengthen product positioning, increasing contract renewal rate
- Building and implementing AI data analytic products at customer sites, strategizing for more market penetration

Estee Lauder Companies   June 2023 - August 2023
Product Manager Intern - Long Island City, NY - Hybrid
- Created a user management system by collecting stakeholder requirements, developing detailed user personas, conceptualizing the project strategy + vision, crafting wireframes, compiling a feature list
- Synthesized design and research into actionable Jira tickets for engineers
- Completed a guide for product management best practices by aggregating company resources and trainings

Affinity Solutions   July 2022 - August 2022
Product Manager Intern - Remote
  - Wrote technical and business documentation for mid-matching algorithm that supports all products
  - Developed a roadmap for the development of the Purchase Based Media Spending product
  - Conducted market research in the advertisement measurement industry
  - - Collaborated with cross-functional teams to document an algorithm that supports all company products
  - - Developed an early-stage roadmap for the Purchase Based Media Spending product
  - - Conducted competitive analysis and market research on the digital measurement industry

Prelim - Y Combinator S17 - Fintech   June 2021 - August 2021
Business Development Intern - Remote
  - Coded blog site template based on wireframe by team designer using HTML, Javascript, CSS
  - Researched various topics in banking and fintech for writing blog posts, worked with legacy systems
  - Created marketing materials such as demo videos, publications, and one-pager for the company using Figma

Savitude   February 2021 - May 2021
Independent Contractor - Consultant
  - Collaborated with a team of 4 to improve UI/UX of a fashion design online studio by conducting user research and improving existing wireframe
  - Presented different areas of improvement by coding different versions of modules using React

Leadership & Activities

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President
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- Implemented strategies to connect and engage the 3D Modeling and Animation alumni network

External Operations   *January 2023 - present*
- Organizing Berkeley's first Technology & Art Exhibition with 6 clubs and 300 attendees

Treasurer   *June 2021 - December 2022*
- Organize fundraisers and communicate with club members for participation
- Currently gathering feedback and redesigning club website, first using Figma to wireframe then implement changes

Rewriting the Code
Summer Hub Leader

M.E.T. Student Board   October 2021 - Present
Internal Committee Member   October 2022 - Present
- Developing M.E.T. resource hub by collection course feedback, class material, recruiting opportunities, and general Berkeley resources for the program
- Planning student taught class on entrepreneurship and leadership development

Admissions & Marketing Committee Member   October 2021 - May 2022
- Organized marketing events such as Reddit AMA and Instagram takeovers to inform high school applicants about M.E.T., monitor viewership data, and make informed decisions based on it
- Working on welcoming the new cohort by planning events, merchandise, and personalized videos

Summary
- Spearheaded the development of the M.E.T. resource hub, centralizing essential resources and information
- Organized impactful marketing events such as Reddit AMA and Instagram takeovers to inform prospective M.E.T. students, utilizing data analytics to make informed decisions

@USAgainCarats (Twitter)   June 2020 - Present
Operations Manager - SEVENTEEN Be the Sun Tour Oakland Concert Fan Project
- Engaged directly with the venue manager, tour manager, and other key personnel to secure approvals for the fan project, ensuring seamless coordination and alignment with event logistics
- Fundraised, ordered, and planned distribution of 10,000 banners during the Oakland concert

3D Animated Shorts in Autodesk Maya
Fleeting (Watch here!)   Sept 2021 - Dec 2021
Project Manager
- Manage project timeline and make sure the project is complete on time
- Oversee communication between team members and that the vision of the director is carried out

Pandora (Watch here!)   January 2021 - May 2021
Team Member
- Collaborated with a team of 4 to create a minute-long animated short
- Involved in every part of the pipeline including character design, shading, rigging, animation, lighting, effects, and post-production

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