

# Yifan “Ethan” Ding

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## Education

University of California, Berkeley, College of Engineering

August 2017 – May 2021

- Bachelors of Science in Industrial Engineering and Operations Research
  - Bachelors of Science in Data Science
  - Coursework includes applied game theory in machine learning, Python, Java, SQL, Excel, PowerPoint, VBA, technology firm leadership, data structures, multivariable calculus, linear algebra, corporate finance, linear programming and network flows
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## Experience

**Redwood Growth Partners**

**March 2019 – Present**

*Private Equity Analyst*

Berkeley, CA

- Researched and pitched different industries every week: from test-prep centers to construction companies
- Analyzed IBIS reports to determine attractiveness of industries for acquisition and expansion potential
- Researched financial statements and health of comparable companies to determine viability
- Prepared and presented lists of 100 companies in a chosen, viable, high growth industry every week

**Data Science Society**

**January 2019 - Present**

*Data Analyst*

Berkeley, CA

- Conducted longitudinal (over extended periods of time) studies of 181 countries' GDP growth rate in relation to 12 different factors, from the presence of trade barriers to national spending on education per capita
- Conducted cross sectional (across countries) studies of 181 countries' economic policies' effects on their GDP

**Ulsan National Institute of Science and Technology**

**May 2018 – August 2018**

*Artificial Intelligence Intern*

Ulsan, Korea

- Built artificially intelligent agents and simulator to test 10,000 artificially intelligent agents in a 100 x 100 grid for social dilemma interactions using **Python**
- Collected and analyzed data of cooperative tendencies among agents in environment
- Optimized total utility produced in system by average of 12% across all agents in environment

**StarT Foundation**

**August 2015 – Present**

*Founder / Chief Executive Officer*

Shatin, Hong Kong

- Led fundraisers that raised \$7,000 and \$32,000 respectively, managing financials information in **Excel**
  - Negotiated acquisition, organized marketing & distribution of 300 units of product retailing at 5000% profit
  - Delegated work to 26 students to provide room and board during 24-hour fundraiser, for 143 students and staff
  - Corresponded with Concordia Welfare and Education Fund (CWEF) to establishing StarT as a permanent chapter of CWEF, organized travel/shelter for volunteer trip to China for 10 people for a week to teach at school
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## Projects

*Startup Launchathon*

*September 2018*

- Researched and created a go-to-market strategy for Compassionlit, a pharmaceutical instrument startup
- Mapped the consumer journey to determine the viability of markets in Africa and South East Asia

*Convergent at Berkeley*

*January 2019*

- Worked as part of a startup team to create a plan to build a minimum viable product and develop a viable business model for potential growth and revenue

*Carl Zeiss Meditec Inc Finance Externs*

*January 2019*

- Shadowed financial analysts and UI/UX engineers, improved UX of accounting spreadsheet using VBA

*Duff & Phelps YOUNiversity Challenge*

*October 2018*

- Analyzed valuation of a regional sports network in LA with deliverables of DCF and Market Approach methods, strategic vs financial buyer evaluation, weighted cost of capital analysis, and Business Enterprise Value
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## Additional Information

- **McLaurin's Award / British Mathematics Olympiad Invitee:** four years consecutively placing in the top 0.5% bracket for Olympiad style mathematics competitions out of ~200,000 participants
- **Languages:** Fluent in both Chinese and English
- **Debate / Public Speaking:** Deputy Head Delegate of Model United Nations team, speech competitions
- **Family Head for AAA:** Organized weekly events for largest family of largest culture club on campus,
- **Vice President of Alpha Sigma Phi:** Managed internal affairs and coordinated with social organizations on campus