Ethan Ding

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EDUCATION

University of California, Berkeley, College of Engineering   **Berkeley, CA**
- Bachelor of Science in Industrial Engineering and Operations Research   Aug 2017 – May 2021
- Bachelor of Science in Data Science   GPA: 3.504
- Coursework includes corporate finance & financial engineering, mergers and acquisitions, machine learning & data analytics, probability & risk analysis, algorithms & data structures, web / mobile development, linear programming, discrete optimization,

EXPERIENCE

Xenon Partners   **Tokyo, Japan / San Francisco, CA**
Private Equity Intern   May 2019 – Aug 2019
- Used a proprietary lead generation web scraper in the broader Software-as-a-Service industry to generate 400 leads
- Conducted liaison between potential acquisition targets and the firm, successfully arranging and executing 35 meetings in total
- Developed a web application using **Ruby on Rails**, integrating 7 APIs: ranging from Domain Name Service providers like Gandi and Moniker to authentication verifiers like Omniauth.
- Assisted in the development of an auto-complete functionality for the web scraper's search bar

Convergent at Berkeley   **Berkeley, CA**
Build Team Leader - Business   Feb 2019 – Aug 2019
- Created pitch deck for a product called "CashMoney", a crowd sourced, localized marketplace of services for collegiate communities
- Wireframed minimum viable product using **Adobe XD**, further developed application with **React Native** in **Javascript**
- Guided 5 teams of 2 students through the development process, presenting in a "Demo Day" for Venture Capital investors

Redwood Growth Partners   **Berkeley, CA**
Private Equity Analyst   Mar 2019 – May 2019
- 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 of comparable companies to determine viability of acquisition
- Prepared and presented lists of 100 companies in a chosen, viable, high growth industry every week

Data Science Society   **Berkeley, CA**
Data Analyst   Jan 2019 – May 2019
- Conducted longitudinal 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 using **NumPy packages** on **Jupyter notebook**, written **Python**
- Conducted cross sectional (across countries) studies of 181 countries' economic policies' effects on their GDP

Ulsan National Institute of Science and Technology   **Ulsan, KR**
Artificial Intelligence Intern   May 2018 – Aug 2018
- Built environment to simulate game theory interactions of 10,000 AI agents in a 100 x 100 grid using the **Axelrod Python** library
- Collected and analyzed data of cooperative tendencies among agents in environment, adjusted 2 key evaluation nodes to test effects
- Optimized total utility produced in system by average of 12% across all agents in environment using optimal settings on nodes

PROJECTS

Prospector   *August 2019*
- Prospector is a B2B SaaS product that helps private equity companies find prospective clients that I have founded (working on)

Deloitte Startup Competition   *April 2019*
- Created, over three days, a minimum viable product and pitch deck for a startup to make professional wear more affordable

Startup Launchathon   *March 2019*
- Researched and created a go-to-market strategy for Compassionlit, a pharmaceutical instrument startup, created finalized pitch deck
- Mapped the consumer journey and foreign health regulations to determine the viability of markets in Africa and South East Asia

Carl Zeiss Meditec Inc Finance Extern   *January 2019*
- Shadowed financial analysts and UX engineers, improved UX of excel based tools used by the accounting team using **Visual Basic**

ADDITIONAL INTERESTS

Vice President of Alpha Sigma Phi: Grew a fraternity of 8 brothers and no reputation into 30 people with highest campus recognition
British Mathematics Olympiad Finalist: 4 year placement in 0.5% bracket for Mathematics Olympiad of ~200,000 participants
Language Skills : Fluent in speaking / writing / reading in Mandarin and English
Chess Club: Founded, and served for two years as president of high school chess club, qualified for regional tournaments
Poker Club: Runs weekly no limit Texas hold'em poker games, building a poker bot in python (very rudimentary)
Family Head for Asian American Association: Organized weekly events for largest culture club on campus
Debate / Public Speaking: Head delegate of model united nations & captain of debate team