

# Amanda Hao

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## EDUCATION

**Georgetown University, Walsh School of Foreign Service**

Washington, D.C.

*M.S. in Data Science & Analytics* | GPA: 4.00

May 2026

*B.S. in Science, Technology, & International Affairs; Minor in Computer Science* | Major GPA: 3.87

May 2025

## WORK EXPERIENCE

**Tesla**

May 2025 – Present

*Software Product Manager Intern — Supply Chain Optimization*

Fremont, CA

- Spearhead an application revamp supporting \$10B+ in annual procurement spend by conducting user interviews, defining and validating product requirements, creating Jira tickets, and enabling structured cost breakdowns for 5,000+ suppliers.
- Lead a UX redesign of internal logistics tooling used by 20,000+ internal and external users, improving workflow efficiency and activity logging to enhance productivity and searchability across 426,000+ managed parts.
- Build SQL-based role classification logic for 15,000+ users by dept/title, increasing data security and access control by 90%.

**National Basketball Association**

June 2024 – August 2024

*Products, Tech & Ops Intern – NBA League Pass*

New York, NY

- Conducted seasonal analysis on League Pass purchase funnel performance to inform business strategy for 24-25 NBA season; influenced Premium SKU acquisition CTAs for international iOS users for the first half of the season, increasing CVR by 3%.
- Developed user stories and acceptance criteria for key product features such as iOS winback save offers, CMS page rebuilds, and acquisition placements across engineering, API, and design teams, increasing League Pass conversion rate by 5-10%.

**The Washington Post**

January 2024 – May 2024

*Product Management Intern – Wash Post App*

Washington, D.C.

- Executed a multi-pronged strategy to attract and engage Gen Z readers to The Post during the 2024 election season by introducing a new content format for 9 innovative features and modeling a freemium pricing strategy to drive adoption.
- Designed and pitched features such as time-to-read to stakeholders, which were then implemented on The Post website through A/B tests, increasing subscriber clickthrough rate (CTR) by 0.9%.

**Massive Data Institute @ McCourt School of Public Policy**

August 2023 – May 2024

*Research Scholar*

Washington, D.C.

- Partnered with the National Head Start Association to conduct data analysis and visualization on transportation and income access issues for 833,000+ children in Head Start programs.
- Created an interactive R Shiny dashboard to empower decision-makers with program performance metrics, enhancing data-driven decision-making for policy improvement.

## EXTRACURRICULARS

**Product Space at Georgetown**

September 2023 – Present

*Director of Product & Product Manager*

Washington, D.C.

- Oversee and advise 5 project teams (Uber, GMAC, Cencora, Noom, Product Madness) in delivering end-to-end product solutions, user/market research, and growth strategy across industries including tech, healthcare, and education.
- Head a 6-person team to redesign a smart earbuds company's website with a focus on human-centered design and conversion.

**Hoyalytics**

January 2023 – Present

*Chief Training Officer & Project Manager*

Washington, D.C.

- Instruct and develop technical training courses in Python, R, SQL, Swift, Tableau, and GS/Excel for a cohort of 350+ students.
- Lead a 6-person team of consultants to advise Hoya Harvest Garden through EDA on harvest log data, water balance, etc. and visualizations/interactive dashboards in Tableau and Python.

**Hoya Developers**

July 2023 – Present

*Co-founder & Senior Technical Project Manager*

Washington, D.C.

- Co-founded Georgetown's 1st client-facing software development club with 65+ members across 7 clients in our 1st semester.
- Led cross-functional teams of 4-8 people to deliver 3 digital products, applying Agile methodology, user feedback, and technical collaboration to build mobile and web apps using Flutter, Firebase, React/Native, Supabase, and Tailwind.

## SKILLS

*Languages:* Python, Typescript/Javascript, R (Shiny), SQL, C++, Java, MATLAB

*Tools:* Jira, Confluence, Amplitude, Tableau, Figma, Microsoft Power BI, React, Adobe Creative Suite

*Interests:* Georgetown club volleyball, Spotify playlists, thrifting, ranking restaurants on Beli, discuss, walking around DC