

# ANDREW CUI

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## EDUCATION

### UNIVERSITY OF PENNSYLVANIA

Jerome Fisher Program in Management & Technology

Class of 2020

Cumulative GPA: **3.59/4.00**

**Wharton School of Business:** Candidate for B.S. in Economics, concentrations in Statistics and Operations/Management Science

**School of Engineering & Applied Sciences:** Candidate for B.S.E. in Computer Science, minor in Data Science

- Coursework (\*current): **MKTG 476/776:** Applied Probability Mktg. Models\*, **MGMT 237:** Mgmt. of Technology\*, **CIS 545:** Big Data Analytics\*, **STAT 431/511:** Stat. Inference, **STAT 430/510:** Probability, **CIS 121:** Data Structures/Algorithms, **MATH 240:** Linear Algebra/Diff. Eq., **FNCE 100:** Corp. Finance, **STAT 405/705:** Statistical Computing in R, **PSCI 151:** Int'l Security\*
- Activities (\*inactive): MUSE Marketing (Consulting Project Lead), Chinese Students' Association, Wharton Digital Health\* (MBA; Analytics Consultant), Wharton Investment & Trading\* (Quant. Strategies), Student Fed. Credit Union\* (Asst. Director)
- Awards/Honors: **2018 APT Case Competition (1st Place)**, 2018 Deloitte Penn Case Competition (3rd Place)

### BRIGHTON HIGH SCHOOL

Class of 2016

SAT: **2360** (M: 800, W/CR: 780), ACT: **36**, AP: **16** exams (average: **4.81**)

GPA: **3.99/4.00**

- National Merit Scholar, 2x National AP Scholar, U.S. Presidential Scholar Candidate, NYS Academic Excellence Scholarship
- 4x American Invit. Math Exam (top 2.5/5% in nation), 2x Chem. Olympiad regionals school nominee, AMC 10 school top scorer

## EXPERIENCE

**OPTIVER TRADING**, Incoming Trading Intern

starting Jun 2018

**WHARTON MANAGEMENT**, Research Assistant

Feb 2018 – present

Researching startup success factors and analyzing government/LinkedIn/Crunchbase data with Ph.D. Candidate Andrea Contigiani

**MUSE CONSULTING AT WHARTON**, Project Lead, Consultant

Jan 2017 – present

One of seven Project Leads for a student-run revenue-generating consulting group focusing on brand and product marketing strategy

- Mid-stage bedding products startup (Project Lead): Creating strategy for new channel product launch and pop-up-shop launch strategy. Planned out project timeline/Gantt chart, lead team meetings, communicate with MUSE VPs and client representative.
- Fortune 500 clothing retailer: Developed a three-pronged millennial marketing strategy. Synthesized secondary research, focus group response, and Qualtrics survey of 120+ to generate six millennial shopping consumer segments. Performed competitive audit for best marketing practices and identified opportunities to enhance digital experience.
- Fortune 100 pharmaceutical: Researched digital drug representation platforms using SWOT, M&A fit frameworks.

**WHARTON STATISTICS**, Grader: STAT 405/705, Statistical Computing in R (Prof. Sasha Rakhlin)

Jan 2018 – Mar 2018

**CAPITAL ONE**, Business Analyst Intern, Product Management and Analytics

Jun 2017 – Aug 2017

Investigated income data source as a variable to improve underwriting for the Proactive Credit Line Increase Program team

- Queried and cleaned from large datasets (**161MM+ rows**) using **SQL**, analyzed correlations of credit behavior and income data channel variable in Excel with pivot tables (controlled for credit and risk model score variables), created data visualizations.
- Advised changes in line increase strategy for segments of customers by income data, including an opt-in program to gauge interest for customers and hold-out periods for typically higher-risk groups; presented to team Sr. Director and Managing VP.
- Recommend enhancements to current database structure to facilitate faster future analysis, compiled code on GitHub.

## SKILLS, CONFERENCES & INTERESTS

- Computer skills: SQL, Java, Python (pandas, sqllite), R, HTML 5, CSS 3, Apache Spark (learning)
- Technical skills: PowerPoint, Excel, GitHub, Sketch, Bootstrap 4, SEO/search engine optimization (learning), Adobe InDesign
- Events/conferences: American Express Shadow Day (Mar 2018); Deloitte National Leadership Conference (Jun 2018); AQR Capital Management Early Engagement Event (Aug 2017)
- Interests: photography, poker, violin and piano, long-distance running, web/graphic design, cooking