

# Andrew Le

San Francisco Bay Area • (510) 648-7618 • [andrewdash.github.io](https://github.com/andrewdash) • [anwkle22@gmail.com](mailto:anwkle22@gmail.com)

## EDUCATION

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### UNIVERSITY OF CALIFORNIA, DAVIS

Davis, CA

#### *Managerial Economics (B.S.)*

December 2018

- *Academic:* 3.55 GPA with an A in Data Science, Applied Statistics, Calculus, Accounting, Finance, Micro/Macroeconomics
- *Leadership:* President, Eagle Scout, UC Davis Honors Thesis, Assistant Scoutmaster, Vietnamese-focused non-profit
- *Volunteering:* St. Anthony Foundation (non-profit), 1MillionCups (entrepreneur engagement platform)

## WORK EXPERIENCES

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### IMPACT VENTURE CAPITAL

Sacramento, CA

#### *Venture Fellow - Lead*

*April 2018 – Jan. 2019*

- Held flexible role as a deal sourcer, deal picker, researcher, and leader for the Impact Fellows Program; trained 7 fellows
- Performed deep due diligence on startups including industry analysis, competitive assessment, and product/market fit
- Investment memo write-up converted to investment into robotics startup; provided post-investment support to CEO/CFO
- Solely created investment pipeline that is actively used by entire team today, improved start-up review time by 50%
- Part of a team of 5 that organized largest ever Sacramento startup event (1000+ people) and 75+ family office summit

### ZENDESK

San Francisco, CA

#### *Product Strategy & Analytics*

*June 2017 – Sept. 2017*

- Developed repeatable methodology for a major Zendesk product's pricing tiers using R, Excel, and SQL
- Communicated analysis to senior managers, offering actionable opportunities for sales, marketing, and product teams
- Created SQL queries, R scripts, and operational dashboards (in Tableau-like software), to automate analyses for BizOps team

### ZENITH PREP ACADEMY

Fremont, CA

#### *Marketing*

*Oct. 2016 – Dec. 2017*

- Identified key customer segments and opportunities to focus high-value sales leads through analyzing customer data
- Continually refined email campaigns using A/B testing, averaging 6.0% response versus the industry average of 0.5%
- Marketing outreach cumulated to key annual event that saw 200% increase in attendance versus previous year

## LEADERSHIP

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### CO-ED BUSINESS ORGANIZATION – DELTA SIGMA PI

Davis, CA

#### *President*

*June 2018 – Dec. 2018*

- Responsible for the success of 40+ business-focused students through defining, setting, and tracking organization-wide goals
- Managed multiple challenging projects from inception to completion across marketing, finance, and recruitment channels
- Oversaw a \$5,000 budget implemented by the Vice President of Finance, providing feedback on cost assumptions
- Ensured operational excellence through active channels of communication and by establishing clear goals and objectives

### MORGAN STANLEY

Sacramento, CA

#### *Financial Training Intern – Financial Training Program*

*Mar. 2016 – June 2016*

- Analyzed financial markets utilizing fundamental and technical analysis (SMA, RSI, MACD, Bollinger Bands)
- Constructed technology sector analysis portfolio with an emphasis on risk management and market cycle awareness
- Directed team (6 members) and presented research on oil supply & demand, recommending stock investments

## PROJECTS & ADDITIONAL INFORMATION

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- **UC Davis Honor's Thesis**
  - Used R to create predictive model on student grades, working directly with graduate staff and faculty
  - Results from my analysis used as evidence for altering UC Davis admissions towards Managerial Economics major
- Projects on personal website: [andrewdash.github.io](https://github.com/andrewdash)
  - **Airbnb Host Analysis:** analyzed host behavior to recommend ways to increase Airbnb host and guest engagement
  - **Yelp Collections Analysis:** competitive analysis and deep dive on how to better optimize Yelp's user interface
  - **Text Classification using Machine Learning:** created machine learning model comparing 5 methods (Python)
- *Interests:* traveling, weightlifting, rock climbing, badminton, film, Japanese language & literature
- *Other Skills:* Python, R-programming, SQL, Microsoft Office, G suite (Google Apps), Vietnamese