

# BILL KWAI

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## EDUCATION

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### Stanford University

9/14 - 6/18

- B.S. Candidate, Computer Science – Systems
- Current GPA: 3.85 / 4.00
- Gates Millennium Scholar
- Coursework in operating systems, compilers, databases, mobile application development, business and technical communication, engineering math, statistics, outdoor leadership, design thinking, and improvisation

## WORK EXPERIENCE

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### Groupon

Seattle, WA

*Associate Technical Product Manager, Intern*

6/17 - 9/17

- Managed a 7 person team across business operations, sales, design, and engineering to launch Destination Pages
- Defined product scope, goals, and deliverables to ensure consistency with company strategy
- Established the go-to-market strategy for Destination Pages by launching our MVP in 2 test markets with 1MM active users
- Identified a product investment opportunity by analyzing customer activity in a database that logs 300MM records/day
- Developed a new post-purchase feature projected to increase revenue by \$6.7MM; signed off by Director of Product

*Software Engineer, Intern*

6/16 - 9/16

- Collaborated across 3 teams to develop software that handles fraudulent transactions
- Coordinated across global teams (San Francisco, Chicago, and India) to build pages in a large Ruby on Rails web application
- Increased the company's accounting service code coverage by 25% through refactorization of testing software

### Stanford Department of Computer Science

Stanford, CA

*Section Leader for Programming Methodology*

1/16 - 6/16

- Instructed 8+ students for CS 106A, Stanford's introductory computer science course taken by 75% of all undergraduates
- Provided weekly one-on-one feedback sessions to each student, resulting in a 12% grade increase in coding style
- Graded 6 assignments per quarter, evaluating performance in algorithmic design, data structure usage, and decomposition

### JUMP Investors

Los Angeles, CA

*Venture Capital Research Analyst, Intern*

6/15 - 9/15

- Developed a comprehensive marketing plan on brand recognition and social media presence for the initial launch of Sandee, a travel startup company
- Co-authored market research documents in the travel industry for our Managing Partner to drive investment decisions
- Participated in investment calls and contributed to post-conference discussions with our Managing Partner

## LEADERSHIP & SERVICE

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### Camp Kesem

Stanford, CA

*Unit Leader*

1/16 - Present

- Chosen as 1 of 11 counselors from a pool of 100+ applicants for Camp Kesem, a non-profit summer camp for children whose parents have been affected by cancer
- Managed logistics for a unit of 8 counselors and 16 campers to drive camper programming
- Oversaw unit fundraising efforts to raise \$1300 towards making camp free to families

### Phi Kappa Psi Fraternity, California Beta Chapter

Stanford, CA

*Recruitment Chair*

1/16 - Present

- Engaged in discussions regarding risk management by serving as the liaison to university officials
- Led 8 recruitment events per recruitment cycle, leading to a 100% bid acceptance rate
- Implemented a participation policy to keep all 73 active members accountable for recruitment efforts

### Class of 2018 Council

Stanford, CA

*Cabinet Member*

9/16 - 6/17

- Planned and advertised campus-wide events to create a sense of community among the class of 2018
- Organized *Faces of Our Year*, an event that promoted the diversity of life experiences by featuring speakers from our class
- Delivered the opening speech of *Faces of Our Year* to an audience of 250 students

### Design for America, Limitless Zoom

Stanford, CA

*Studio Member*

12/15 - 6/16

- Collaborated within a 5-person team for Limitless Zoom, a project designed to decrease travel limitations for wheelchair users
- Identified community partners by sourcing and networking to bring in candidates to interview for the project
- Designed, prototyped, and iterated on 3 products through continuous user testing with our community partners

## TECHNICAL SKILLS

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**Programming Languages:** C (advanced), C++ (advanced), Java (advanced), Python (intermediate), CSS (basic), and HTML (basic)

**Data Analysis:** SQL (intermediate) and MATLAB (basic)

**Design:** Balsamiq (advanced) and Sketch (basic)

**Personal Website:** <http://www.billkwai.me>