

# KAI CHAN

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EXPERIENCE	<b>BITTORRENT</b> Data Scientist	Jul '14 — Present
	<ul style="list-style-type: none"><li>• Extracted meaningful and actionable insights for µTorrent, BitTorrent and BitTorrent Bundle from large datasets of over 170 million active users worldwide</li><li>• Owned full stack of monetization data for over 70% of the company's revenue, from ETL of billions of daily pings to Tableau visualization and reporting for executive stakeholders</li><li>• Created and drove multivariate testing infrastructure for new product ideas</li><li>• Built predictive revenue models that drove and informed top-level monetization decisions</li></ul>	
	<b>KICKSEND (Y COMBINATOR, S11)</b> Growth Manager	Nov '12 — Jul '14
	<ul style="list-style-type: none"><li>• Devised and executed expansion into 11 countries across 5 continents in 6 months</li><li>• Conducted rigorous monetization funnel tests that led to 31% install-to-purchase conversion rate increase and 24% MoM revenue increase over 6 months</li><li>• Designed and implemented proprietary shipping and pricing model for the entire product suite that led to margin increases of over 15% in foreign markets</li></ul>	
	<b>CONNU</b> Co-founder	Sep '12 — Sep '13
	<ul style="list-style-type: none"><li>• Developed app prototype through creative use of wireframing techniques</li><li>• Formulated business plan and pitch that led to acceptance into USC's CRUNCH Incubator, subsequently earning Best Startup amongst a cohort of 4 other startups</li></ul>	
	<b>VIKING OFFSHORE &amp; MARINE (PRIVATE EQUITY)</b> Analyst	Jan '09 — Aug '10
	<ul style="list-style-type: none"><li>• Managed portfolio of 3 subsidiary companies, rendering management consultation on issues of capital expenditure, compliance, hiring, branding, and marketing</li><li>• Performed financial projections and company analysis on potential acquisitions</li></ul>	
	<b>HOMESPACE.SG</b> Chief Financial Officer	Jul '07 — Jan '08
	<ul style="list-style-type: none"><li>• Formulated business plan and pitch that led to raising \$120,000 in venture capital</li><li>• Executed unique growth strategies that led to a 16% MoM MAU growth over 6 months</li></ul>	
	<b>SINGAPORE ARMED FORCES</b> Corporal, 1st Battalion Singapore Infantry Regiment	Jul '07 — Jan '08
	<ul style="list-style-type: none"><li>• Managed platoon of 30 communications logistics infantrymen</li><li>• Awarded Company Best Recruit for Basic Military Training</li></ul>	
	<b>UNIVERSITY OF SOUTHERN CALIFORNIA</b> Master of Professional Writing, majored in Fiction	Aug '10 — May '12
	<b>SINGAPORE MANAGEMENT UNIVERSITY</b> Bachelor of Business Management, double-majored in Finance and Communications	Aug '04 — May '09
	<b>TOOLSET</b> <ul style="list-style-type: none"><li>• Analytics: Python, SQL, Tableau, Optimizely, Google Analytics, RMetrics, KISSmetrics</li><li>• Others: HTML5, CSS, Microsoft Office (Word, Excel, PowerPoint), iWork (Pages, Keynote)</li><li>• Fluent in both spoken and written English and Mandarin Chinese</li></ul>	
MISC	<b>MOTHER TERESA'S MISSIONARIES OF CHARITY</b> <ul style="list-style-type: none"><li>• Planned and executed 10-day community service project in Kolkota, India</li></ul>	May '07
	<b>OTHERS</b> <ul style="list-style-type: none"><li>• Played Texas Hold'em professionally, writes literary fiction, trains MMA daily</li></ul>	