

# Wenyao (Steve) Zhou

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Motivated Economics & Computer Science student with proven data analytics and business communication skills. Seeking a position in the field of data science or business analytics, to leverage innovative problem-solving skills and produce data-driven solutions

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## Education

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**University of Virginia** - Bachelor of Arts, Echols Scholar 06/2020-06/2024 (expected)

**Cumulative GPA:** 3.97/4.00

**Core Courses:** Probability, Auction theory, Statistical analysis, Econometrics, Discrete mathematics, Linear algebra

**Statistics Project:** evaluate how gender equality affects regional economic prosperity by Monte Carlo simulations and Kendall test

**Economics Project:** develop mathematical models for California Department of Transportation (Caltrans) infrastructure auctions based on 5k+ historical bidding records; assessed the cost of the current small-business preference program to be a 3.98% rise in payment; refute the proposal of introducing an optimal reserve price by empirically evaluating its cost-saving effect to be only 3.94%

**Nanjing Foreign Language School** – International Baccalaureate Diploma (IBDP) 09/2017-05/2020

**IBDP Score:** 44/45; **SAT Score:** 1520/1600; **TOEFL:** 114/120

**Honors:** NFLS Five-Star Student (2020); AP Scholar with Distinction (2019); NFLS Gold Student Award (2018)

## Experiences

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**Analyst Intern** **Shenwan Hongyuan Securities Co. Ltd., Beijing** 06/2021-08/2021

- Conducted quantitative analysis to offer daily suggestions on building investment portfolio of 20+ stocks, bonds, and futures, using an independently developed Python program to synthesize insights from inter-departmental meeting and historical data
- In a 16-page study on mobile application, reported visibility and simplicity design as the primary problems through a comparative analysis, integrating random surveys of clients with 6 app-design frameworks proposed by prof. Lucy Lockwood

**Student Researcher** **Business Analytics in Data-Science Approach, USC** 04/2021-09/2021

- Attended lectures and discussed applications of biz-analytics models, including customer value measure, market segmentation, fraud score, etc., as a member of the business solution provision team advised by prof. Stephen Coggeshall from USC
- Studied data-science methodologies, such as boosted tree, clustering, neural net, and ARIMA model, with 3 real-world cases: a supermarket's customer segmentation, a P2P lending firm's loan risk assessment, and a Portuguese bank's targeted marketing
- Drafted a research paper on a non-parametric way of assessing the level of regional economic development around the world, applying K-Means clustering algorithm to assist business and policy decisions. Published by IEEE CPS: ICCSMT 2021

**Interim Leader** **The Economist Forum (TEF)** 08/2020-07/2021

- Drafted agenda for weekly sessions and led discussions on various socio-economic topics, including the effect of Brexit on the industrial structure of the UK, the forecast on future trends of Chinese IPOs in American stock markets, and etc.
- As the interim leader, adopted Slack and Trello to transform TEF from a school club to an international platform for economic discussions, attracting more than 50 active participants from US, Japan, UK, China, UAE, and other places of the world

**Mechanics Designer** **Organizing Committee of Wisdom Nanjing Competition** 05/2020-08/2020

- Contributed 40+ hrs of work as a primary designer for the civilization-simulating competition *Wisdom Nanjing*, ver. Beta
- Co-hosted 4 rounds of beta tests over 9 weeks, analyzed test data to facilitate launching of 5 patches with balance changes
- As a team mentor and judge, assisted the in-person holding in July 2020, which lasted 80+ hrs. and invited 40+ participants

## Awards

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- **Harvard Business School Chinese National Case Competition – Team 1<sup>st</sup> in Case Writeup, 3<sup>rd</sup> in Analysis Report** 5/2020
  - **National Economics Challenge (AS Division) China Finals – Top 5 Scoring Challenger, Gold Award (Top 1%)** 3/2019
  - **CEMC Euclid Mathematics Competition, University of Waterloo – Certificate of Distinction** 4/2018

## Skills

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- **Language:** Chinese (Native), English (Fluent), French (A1)
  - **Software:** Microsoft Office (Word, Excel, & PowerPoint), Python (proficient with Pandas), R (intermediate with ggplot2 & tidyverse), Matlab (beginner), Stata (experience with regression analysis)

## Interests

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Mahler Symphonies | DofE-like Activities | *Sid Meier's Civilization* Series | Travelling | Formula One Racing | Premier League Soccer