DAVID J WINER

david_winer@berkeley.edu • davidjwiner.com

EDUCATION

Stanford Graduate School of Business **Palo Alto, CA August 2017–May 2019** (expected)

- Deferred admission for class of 2019

University of California Berkeley **Berkeley, CA August 2016–Present**

Masters in Electrical Engineering and Computer Science (expected 2017)

- GPA: 3.91
- Fung Fellowship (merit scholarship given for academic and professional distinction among incoming Masters students)
- Coursework in Machine Learning, Computer Architecture, Database Systems, Numerical Optimization (spring 2017), User Interface Design (spring 2017), Deep Reinforcement Learning (spring 2017), Technology IP Strategy, Product Management
- Machine learning research: Working with Prof. Lee Fleming to predict patent invalidation using natural language processing and machine learning techniques
- Example projects: Implemented multilayer neural network to classify handwritten digits, implemented support vector machine and random forest to classify spam email, wrote assembler and linker in C and MIPS Assembly, implemented end-to-end database management system (page/record manager, query optimizer, concurrency manager) in Java

Brown University **Providence, RI September 2009–May 2013**

Bachelor of Arts in Applied Mathematics, *magna cum laude* (highest Latin honor awarded)

- GPA: 3.97 — Phi Beta Kappa, junior election; Sigma Xi
- Extracurricular activities:
  - Editor in Chief of Brown Daily Herald's campus news blog (led writing and editorial staff of 35)
- Coursework in Object-Oriented Programming, Cryptography, Algorithms and Data Structures, Computational Statistics, Differential/Wave Equations (3 semesters), Linear Algebra, Organic Chemistry (2 semesters), Physics (2 semesters), Biochemistry
- Example projects: Implemented human vs. human and human vs. computer Othello (Reversi) using minimax AI in Java

WORK EXPERIENCE

Bain & Company **Boston, MA Summer 2012, October 2013–July 2016**

Senior Associate Consultant, top 10% performance bracket ("frequently exceeds expectations"), example casework included:

- **Insurance — Customer Retention & Marketing Analytics Strategy**
  - Analyzed data on 20K+ auto claims to determine drivers of customer advocacy and detraction among recent claimants; developed recommendations for improvement of customer experience
  - Performed outside-in assessment of customer loyalty and built financial model to quantify value of new customer engagement initiatives, in total worth >$100M
- **Private Equity — Payments Software Due Diligence**
  - Supervised first-year Associate Consultant
  - Conducted phone survey of ~200 enterprise software customers to characterize purchasing behavior, identify drivers of advocacy, and understand target's positioning relative to competitors
  - Built detailed financial model to size ~$400M market and forecast growth by customer segment and software module

Zearn

Product Associate ***(sponsored externship from Bain)*** **New York, NY March–August 2015**

- Designed UX for education technology startup's first adaptive learning product (K–2 math fluency practice)
- Programmed and shipped (with two other engineers) three math fluency mini-games using Spine.js and Ruby on Rails
- Conducted in-school tests with 1st and 2nd grade students to inform product design and instructional sequence
- Led analytics strategy for product, including data model design for new product, student data analysis, and design of adaptive logic

VOLUNTEERISM

Inspire, Inc. **Boston, MA, January 2014–July 2016**

National Client Development Director, Case Team Leader, Volunteer Consultant

- Elected by leaders of 17 chapters to serve on eight-person Executive Committee for 400+ volunteer low-bono consulting nonprofit
- Managed national client portfolio, including scoping/selling work and routing leads to local offices; provide guidance and support to Client Development Heads across offices; manage national partnerships with The Bridgespan Group and US2020
- Served as a team leader on a growth strategy project for a Boston-based civics education nonprofit

SKILLS

Languages (in order of proficiency): Python (incl. scikit-learn, numpy, pandas, pyspark), Java, C, SQL, MIPS Assembly, HTML, CSS, JavaScript, Ruby, MATLAB

Workflow and productivity: Git, Spark, Pivotal, Trello, PowerPoint, Excel, Keynote

Interests: Education policy, health care, LGBT advocacy, data science, running, entrepreneurship, vegetarian cuisine