

DAVID J WINER

david_winer@berkeley.edu • davidjwiner.github.io

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)

- Fung Fellowship (merit scholarship given for academic and professional distinction among incoming Masters students)
- Coursework in Machine Learning, Computer Architecture, Database Systems, 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 in Python, implemented support vector machine and random forest to classify spam email in Python, 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)
 - Served as teaching assistant, tour guide, and math/science tutor
- 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

WORK EXPERIENCE

Bain & Company

Boston, MA Summer 2012, October 2013–July 2016

Senior Associate Consultant, example casework included:

- **Insurance — Customer Retention & Marketing Analytics Strategy**
 - Analyzed data on 20K+ auto claims to determine drivers of customer advocacy and detractor 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 local offices to serve on eight-person Executive Committee for national 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