

# Ethan Ding

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## EDUCATION

### University of California, Berkeley, College of Engineering

Berkeley, CA

- Bachelor of Science in Industrial Engineering & Operations Research
- Bachelor of Arts in Computer Science

Aug 2017 – May 2021

GPA: 3.60

**Skills:** Python, Pandas, sk-learn, C, Java, Ruby on Rails, React.js, Next.js, Bootstrap, MySQL, MongoDB, Segment

**Coursework:** machine learning & data science, software engineering, algorithms, architecture, product management

## EXPERIENCE

### Bessemer Venture Partners

San Francisco (Remote), CA

Data Analyst & Fellow

June 2020 – Present

- Building a database of cloud enterprise companies' metrics: **revenue, unit economics, over 10 years**
- Using **sk-learn** to make find predictive factors in determining valuation multiples for Cloud industry partners
- Identify new product and feature opportunities within portfolio companies' product offerings

### Edith (Techstars '20)

Berkeley, CA

Founding Product Manager

Dec 2019 – Present

- Built web and business analytics metric tracking solution on **Segment, Mixpanel, and Google Analytics**, quantifying drop off rate, retention rate, user acquisition, onboarding success and marketing success metrics
- Evangelizing the technology stack around income share agreements and student investment & mentorship
- Worked cross-functionally to raise \$100K, crafting strategic product roadmaps, launching product offerings

### Convergent at Berkeley

Berkeley, CA

Project Manager

Feb 2019 – Jan 2020

- Identify new opportunities for partnerships within Berkeley's entrepreneurial ecosystems to help build products
- Grew club membership from 20 to 60 and **brought semesterly member churn from 80% down to 30%**
- Led 40 students to work collaboratively with engineering, marketing, and UX teams to produce innovative products

### Xenon Partners

Tokyo, Japan / San Francisco, CA

Software Engineering Intern

May 2019 – Aug 2019

- Built a web application using **Ruby on Rails**, integrating 7 APIs: ranging from DNS providers like Gandi and Moniker to authentication verifiers like Omniauth; decreasing product iteration cycle time by 75%
- Iterated on product feedback from stakeholders in the company to improve the user experience of the web app

### StarT Foundation

Hong Kong, Hong Kong

Founder / President

Sep 2015 – May 2017

- Coordinated fundraising efforts, including a **24 hour badminton event with 300 participants, to raise \$50,000**
- Led a team of 10 to start a charity that supports the education of underprivileged students in rural china
- Created a student chapter system and expanded to two schools in order to increase our reach and sustainability

## PROJECTS

IBM Cloud – Tower of Babel (awarded Most Creative)

Jul 2020

- Used IBM Cloud and Google Translate API to build an end-to-end **Ruby on Rails** product that allows users to learn a foreign language by practicing speaking with a native speaker over a video-chat

Homemade Dropbox

Jun 2020

- Build a networked attached storage server out of a couple SSDs and a raspberry pi 4, currently working on daily updated backups, image syncing, getting remote access

TechCrunch Disrupt Hackathon – Legacy (awarded \$10,000 in Plaid credits to pursue)

Oct 2019

- Growing the hack into a startup to help connect mentors who want to invest in underprivileged students; leading a team of 4 as product manager to build an MVP using a **MERN stack (MongoDB, Express.js, React.js, Node.js)**

## LEADERSHIP & AWARDS

**Fellow | Bessemer Venture Partners:** member of the first class of 17 of the Bessemer Fellowship for future entrepreneurs

**Fellow | Contrary Capital:** member of inaugural talent class, a community of entrepreneurs with a 1.3% acceptance rate

**Teaching Assistant | UC Berkeley EECS:** taught computational structures in data science to a class of 40 students

**Finalist | Big Ideas Competition:** startup pitching competition for a grand prize of \$20,000 (all finalists win at least \$5,000)

**Finalist | British Mathematics Olympiad:** 4 years winning 0.5% bracket for Mathematics Olympiad of ~200,000 participants

**Poker Club:** Runs weekly no limit Texas Hold'em poker games, building a poker playing bot in python