

# 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 Science in Electrical Engineering & Computer Science

Aug 2017 – May 2021

GPA: 3.61

**Technical Skills:** Python, Pandas, sk-learn, Java, Ruby on Rails, React.js, Node.js, Bootstrap, C, MySQL, MongoDB, AWS, Networking

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

## EXPERIENCE

### Bessemer Venture Partners

San Francisco (Remote), CA

Platform Intern

August 2020 – Present

- Designed and built comprehensive database of 100 cloud enterprise companies' metrics, like revenue, unit economics, across 10 years
- Analyzed insights of the database to create presentations for stakeholders and partners about product metrics and business strategy
- Conducted due diligence for private cloud company rankings in the BVP Cloud 100 company list

### Edith Labs

Berkeley, CA

Founding Engineer / Product Manager

December 2019 – Present

- Analyzed user needs of mentors, defined product vision for onboarding process, and delivered software updates for an onboarding process that improved new mentor retention by ~250% and engagement (posts per day) by ~300%
- Developed and executed on product roadmap for mentor growth on the platform, from 60 to 600, growing by 10x in 2 months
- Designed and built ACH transaction functionality using **Plaid** and **AWS Lambda**; allows us to avoid directly accessing credentials
- Managed fireside chats, conducting interviews in front of hundreds of students, increasing average user engagement by 150%
- Also: raised \$100K, analyzed market trends, competition, customer research, product data, etc. all the nitty gritty of being a founder

### Convergent at Berkeley

Berkeley, CA

Project Manager

Feb 2019 – January 2020

- Interviewed and selected 40 students to form startup build teams and create and shape products from ideation phase to pitch
- Designed weekly syllabus on subjects like software systems architecture, UI/UX design, business models, and fundraising
- Handcrafted and taught seminar on fundamentals of product management, covering user validation / AGILE development process

### 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 Domain Name Service providers like Gandi and Moniker to authentication verifiers like Omniauth, improved on GUI using vanilla **Javascript** and **Bootstrap**
- Iterated on product feedback from stakeholders in the company to improve the user experience of the web application

### StarT Foundation

Hong Kong, Hong Kong

Founder / President

September 2015 – May 2017

- Founded a charitable foundation for education of underprivileged children in rural China in high school
- Led fundraising efforts, including a 24 hour badminton competition with 300 participants, to ultimately raise \$50,000 in our first year
- Expanded StarT Foundation to two schools and facilitated the transitioning of leadership from my team to the next class

## PROJECTS

### IBM Cloud – Tower of Babel

July 2020

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

### Raspberry Pi Network Attached Storage (NAS) Server

June 2020

- Ran out of memory on my computer, took 2 500gb SSDs I won from a competition, strapped them to a raspberry pi 4 and built a locally hosted network attached storage server where I keep all of my static files. Currently working on automating daily backups

### TechCrunch Disrupt Hackathon – Legacy

October 2019

- My first Hackathon! Worked on integrating **Plaid** and **Stripe** API into a web application for facilitating Income Share Agreements
- Growing the hack into a startup to help connect mentors who want to leave their legacy through high potential ventures in 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 the Bessemer Fellowship for future entrepreneurs

**Community Lead | RemoteStudents** build and catered professional content for a community of 40,000 students, up from 1,000

**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 year placement in 0.5% bracket for Mathematics Olympiad of ~200,000 participants

**Poker Club |** Runs weekly no limit Texas Hold'em poker games, building a poker bot in python (very rudimentary)

**Debate & Public Speaking:** Head delegate of model united nations & captain of debate team